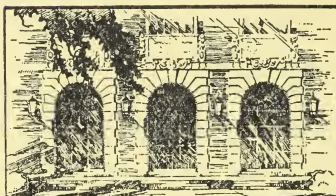


LABOR'S  
HARD TIMES  
SCHOOL



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# LABOR'S HARD TIMES SCHOOL.

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*A VOLUME OF INTEREST TO EVERY  
WAGE EARNER  
and  
TO EVERY EMPLOYER.*

Founded on the Scriptural Injunction,

**"The Laborer is worthy of his hire."**

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BY GEO. H. REYNOLDS

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*ILLUSTRATED.*

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REMOTE STORAGE




TO that great army to whose genius,  
energy and activity the phenomenal  
progress of our beloved country is due,  
the sellers of day's works, this volume is  
dedicated.

GEO. H. REYNOLDS.



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## INTRODUCTORY.

Our country and our flag, which are simply our people, are quite safe when the masses use their reasoning faculties and in the broadest and best sense follow in lines politically and otherwise that have been well thought out.

An individual may find a special delight in doing wrong, and in going wrong, and may have a following of his own class and kind who ignore all consequences and ends, and many people well inclined fall into the habit without enquiry of rendering support to the sentiments of such classes.

While the lessons following cover but a fractional part of the broad field of our industries, we feel justified in claiming that the points made in the few that have been considered and discussed, will enable many of our wage-earning masses who desire substantial results to discover the intrigue of many of our flowery and polished intriguers.

The American workingman is ever full of ears for the self-constituted hero who in a brass band voice offers something for nothing, and later, when the strained labor seller to his sorrow has learned that on the lines proposed he has accepted nothing and exchanged something for it, instead of charging his discomforts to the false prophet, listens to him again when he comes claiming that his medicine should have been taken in stronger and more heroic doses.

It is these features of the wage-earners' interests

that in an indirect way we have aimed to treat. We have endeavored to show why we have had hard times, and why the sorrow, strife and want of the past few years. As well have we endeavored to point the way to relief that we believe can become in a large measure permanent, subject, of course, to influences that tend to swell and broaden at times, and to be less promising at others, but in reality will forbid such stringencies and perils as we have had occasion to battle with the last four years.

If there is any class of citizens among us who cannot afford to make errors it is our sellers of days' work, whether by the day, week, month or year, and yet they are the very first that the conniving partisan smiles upon, and attempts to bring within reach of his clammy grasp. To avoid error, and so far as possible shun labor's enemy should be the wage-earner's study, remembering that the most dangerous possible enemy is one in the disguise of a friend.

The following lessons undertake to draw the seller of labor close to his own interests. And as faithfully do they undertake to show that when labor is hurt the vital interests of our whole country are hurt.

THE AUTHOR.





## LABORS' HARD TIMES SCHOOL.

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Knowledge is the mould in which must be cast the character and value of every country that turns its face to the Sun.

Knowledge is the parent of every artificial foundation and every superstructure that does or will grace this earth.

"Knowledge is an increase of human production."

"Knowledge is obedience to law."

"Knowledge is peace."

"Knowledge is money."

Knowledge is what we know, not what we guess at.

What proportion of those claiming distinction as teachers and leaders are free from a blind prejudice upon subjects and questions that are fads with them?

Prejudice may be inspired by selfish motives or it may be inherited; in either event it will be time wasted to combat it, except in the former it may be classed as commercial integrity, a commodity on the market which can be turned, provided you choose to pay the price. Labor's Hard Times School does not even hope to have any effect upon any prejudice that is blind except to rob it of its pernicious and unpardonable influence. In our classes we shall so far as is possible endeavor to instruct by demonstration as near the ocular as words can make it, and those who believe and are willing to admit that a fact is the truth and that the truth is a fact, we hope to benefit.

## LESSON I.

*Labor.* Mr. Jackson, you are a worker in the glass industry. I will call on you first in opening this school to please tell us what labor is.

*Mr. Jackson.* Labor is what I have to sell.

*Labor.* Is labor all you have to sell?

*Mr. Jackson.* Yes, sir; it is all I have to dispose of; not a thing else is there in my possession that I can command a penny for.

*Labor.* What is the chief commodity in manufactured glass?

*Mr. Jackson.* Labor,—it is practically all labor.

*Labor.* Yes, but an observer would call it glass.

*Mr. Jackson.* Certainly, but it is wrongly named. Mr. Observer can as well call it sand, but when you compare the value of the sand with labor does not the sand lose its rights? The digging, hauling and freighting the sand, which is paid labor, is worth many times what the sand was before it was moved.

Of course, Mr. Labor, everything, by necessity, has to have a name and that without recognizing the labor it contains. Everything is, quite all of it labor, but by custom when looking at a finished article or product we do not see or take heed of the days works it contains, any more than we see the air we breathe, but if we stop to think we know the days works are there. I predict now, in the very first lesson in this school, that you will not be able to find a product that its value is not from seven to nine-tenths of it.



days works that have been paid for. Exceptions may be cited, but if they are it will be like finding a swarm of bees when chopping in the woods, and with but little effort securing the honey; but if the bees are hunted for the honey, when gotten, will represent labor performed.

Some things may contain an extravagant profit, but if they do it will be at the expense of patience, time and hazard in disposing of them, which is one kind of labor. All that is produced through care and attention, requiring any time whatever, is labor of its kind.

The field of labor is so broad I could not define it to suit myself, and I am conscious that any effort I might make would hold but little satisfaction for those present. I might talk a long time about the manufacture of glass yet one who had listened to me could spend thirty minutes in some glass works and come to the conclusion that I had hardly referred to the subject.

*Labor.* • All we desire, Mr. Jackson, relative to the manufacture of glass is to gather some idea as to what share of the finished product belongs to labor. We do not care for data or detail, or for particulars. If any of us need to know all about making glass we can go to some glass works, as you have suggested, and see and learn what it would be very difficult for you to impart by word of mouth.

*Mr. Jackson.* All the ingredients used in making glass traced back to their raw state, Mr. Labor, like the sand, contain but a trifle of value. It is not until the hands of toil have transformed them into products called material, and money paid for such labor, that they represent any special value or

worth, the same as handling the sand puts value into it. Hence, up to the point of beginning the manufacture of glass, we must make due allowance for the labor the material we begin with contains.

The first process is to purify the material, which is labor. After being purified, labor places it into a furnace or calcar, to be calcined. This is called fritting, all of which is labor. The substance when taken out in a soft and yielding state is cut in chunks which soon harden. These are piled away as a product, having advanced a step further and into another form, but are still called material. All this is accomplished by days work, Mr. Labor, and it is plain enough that the material has taken on value equal to the cost of the days works it contains. This material, when melted again by labor, is formed into all kinds of designs, up to the limit of weaving it into cloth for a dress. Some of it is cast and some of it is blown; but regardless of the forms it has been made to assume it has all been wrought by hands earning wages, either by the day, by the week or by the piece.

I would not have you infer, Mr. Labor, from the remark I made that glass cloth has become a staple product. It was for the novelty of showing what could be done with glass thread that cloth has been woven from it and a dress made.

It is wonderful what can be made of glass in the way of ornament, as well as goods of utility.

Glass vessels, when formed complete, are placed in the annealing oven, where they are heated and then very gradually cooled, otherwise they would not stand changes of temperature, or handling without breaking, etc.

The weight and size of glass articles cause a variance of from six to sixty hours in annealing. All the process requires strict care and attention, which is labor that must be remunerated.

The grinding, polishing and squaring plate glass is all labor. To make a mirror is days works, and the additional material required is composed in value of days works. Should you ask me, Mr. Labor, to tell you the value in glass after the days works has been taken out of it, I would be compelled to cite you to the value of the sand that is at rest on the shores of the sea. This citation may appear slightly strained when the coal and coke used are considered, but take the labor out of them and place the other ingredients required back into the earth and the strained appearance will quite disappear.

I shall claim, Mr. Labor, that while certain ingredients and properties are required to manufacture glass, the only real thing of value it contains is days works.

Before I take my seat, Mr. Labor, I want to condemn the practice of our country buying abroad from six to nine million dollars worth of glassware yearly. How would I look buying foreign glassware to equip my house, and thus forbid my making just that amount of glass? When out of employment, on this principle, which means no food for me or mine, would I be entitled to any sympathy or charity?

Then, why should I buy a foreign made clock, send my money to the workmen on the other side of the deep, and thus forbid the clockmaker in the United States having that money to buy the glassware I make?

The man who has built a row of houses and demanded that the glass used should be of foreign make ought to fail to sell or rent them. How could I pay him rent, or buy one of his houses, if he sends the money I ought to have out of our country?

We glass workers, Mr. Labor, can make all the glass our country needs, and if our people send in one year eight million dollars to other countries for glass and glass goods we sellers of days work in that line will have fully six million dollars less money to spend in our own markets, and the other two million dollars would fall in other hands in this country and thus increase our market.

Every seller of days works in every other industry in the United States is to some degree interested in us sellers of days works in making glass having this six million dollars that goes abroad, because when we have that money we are stronger patrons of labor in all other industries to just the extent of that six million dollars.

Can I word this any plainer, Mr. Labor? I hope the point I make will not be missed. There is a great principle involved. On the one hand it holds plenty for the American wage earner, while on the other hand it holds hunger and want.

I thank you, Mr. Labor, for the compliment of the first lesson. I hope that what will follow in this school will be clearer and straighter from the shoulder than what I have said.

Don't let any hesitate for fear of the charge of repeating. Iterate and reiterate until every seller of days works and every other citizen recognizes the importance of the sellers in this country finding a market for their days works, and keeping those



THE UNITED STATES IN 1892 AND PRIOR

Heinrich Klein  
ILLUSTRATIONS



wages in circulation here in the United States.

It is plain that our money cannot be in circulation in foreign countries and here at home at the same time. If our money goes abroad to buy glass I cannot hope to find employment to make glass here where I want to live.

I earnestly hope this feature will be kept in front of this class on every product that shall be considered.

*Labor.* Your request is important, Mr. Jackson, and I hope it will not be lost sight of.



## LESSON II.

A gentleman on his feet, waving his hand, secures Labor's attention, and addresses him in the following words:

"I am a coal miner, Mr. Labor; my name is Slocum. With your permission, I would like to say a word with relation to our dreary and hazardous branch of toil."

*Labor.* Very good, Mr. Slocum. Yours must truly be a life of toil, burdened with risk and venture, requiring a special courage in forsaking the sunshine to do battle for bread with all that is gloomy and dismal. We shall listen to you with much interest.

*Mr. Slocum.* It is so thoroughly understood that coal represents days work and little else, that I need not consume any of your valuable time in attempting to establish that fact. An incident in proof that occurred not so long ago, however, might not be out of place here. A mine owner could not pay the price our miners demanded per ton for taking out the coal, and made a settlement with them by giving the miners all the coal they took out, provided the latter would keep the mine in good order, free from accumulation of water, etc. To this, of course, our people could take no exception, and by force of circumstances accepted the proposition. The result was that the miners realized five cents per ton less

for the coal than they demanded from the owner of the mine for mining it.

Of course, a mine owner could not afford to continue such methods very long, neither could he profitably allow his mine to fill with water and get out of repair generally. He was, naturally enough, waiting and hoping for conditions to change. What were the then present or past conditions, Mr. Labor?

*Labor.* Undoubtedly, Mr. Slocum, the trouble was due to the fact that, including the whole country, too much coal was being mined and placed on the market.

*Mr. Slocum.* You have named the very fault, Mr. Labor. If the market could take the coal, the mine owners and we miners would, if possible to do so, take every pound of coal out of the bowels of the earth in one week.

*Labor.* Such an event as that would wreck the world with our present preparation, Mr. Slocum.

*Mr. Slocum.* We miners and the mine owners would not stop to think about the wreck. If we could get the coal all out in one week and sell it we would do it, and this very disposition, Mr. Labor, in the coal industry, is the cause of the starvation wages many of us miners are victims of. The burden all falls back on us. Everything, virtually, is out of it already except labor; that is the only thing left where a cut may be made, as was evidenced by the owner who gave the miners the coal for taking it out, and their remuneration in the end was five cents per ton less than they asked him for mining it.

*Labor.* Is there any remedy for such a condition, Mr. Slocum?

*Mr. Slocum.* Yes, Mr. Labor, there is a remedy,

but the people are not ready to submit to it; but it must come, and time will bring it.

*Labor.* What is the remedy?

*Mr. Slocum.* Kick off the face of the earth that old motto that competition is the life of trade. Competition today, Mr. Labor, is the ruination of business, and the man who in the end bears the burden is the seller of days works, as was made manifest and clear again in our branch of toil when the mine owner offered the diggers his mine to make what they could out of it. "Competition is the life of trade" might have been good enough as a motto long ago, but like many other things it has served its time and now belongs to the scrap pile with the old stage coach, ox cart and wooden plow. A plan or method should be sought out whereby competition can be regulated, Mr. Labor. Open competition has resolved itself into a bitter fight in which individuals are, in a financial sense, trying to exterminate each other. First, the profits in nearly all industries, as in coal, are eliminated, and the next and only available step towards lower prices is to reduce wages.

*Labor.* We are a free people, Mr. Slocum, and every person is supposed to manage his business to suit himself.

*Mr. Slocum.* I do not agree with you, Mr. Labor. A man's business may be open thievery. We have laws to punish that. No man has any right to take from me stealthily, or in any other way, what is my own, and I believe when any system in vogue keeps full pay from me which is my own, the system is worse than the thief, for I can watch the latter and head him off. A man's full rights in what is his own is a proper and good sentiment, but those rights

should not be broad enough to allow that man to absorb me and thousands of others. Do not take it, Mr. Labor, that I am making charges against individuals. I am arraigning the policy which individual business men become victims of and which forces them to do things they abhor themselves. Public sentiment says that we must have open competition, and anything short of that is combine. I say any law that prevents business men in any branch conferring with the view of making the line of business they are engaged in one of safety, and denies such men the right to arrange prices and output, is warranting a continuance of the deplorable statistics that 95 per cent. of our business men fail to succeed. Look at the industry where I sell my days works, Mr. Labor. What can be plainer than that the prices and output should be regulated, but you let the price of coal be put up 25 cents a ton and what a cry of coal combine there would be, even though we miners should get twenty cents per ton of the raise, and the mine owners the other five cents.

*Labor.* Do you think, Mr. Slocum, if coal should sell at a higher figure that the miners would be better paid?

*Mr. Slocum.* The mine owner cannot pay the miner any more for digging the coal than he sells it for net after paying freights, can he, Mr. Labor?

*Labor.* No, certainly not; but why have the mine owners allowed the price to drop so low?

*Mr. Slocum.* Over production, open competition and the keen purchasing agents of the railroads have done it all, and our laws forbid the mine owners regulating any of these questions, and the result is that we miners are digging coal for from ten to



twenty-five cents a ton less than we ought to have.

*Labor.* What do you mean by the keen railroad purchasing agent, Mr. Slocum?

*Mr. Slocum.* It will only be the smaller railroads that do not buy fully one million dollars worth of coal, if not more, each year. To do this they employ the keenest kind of a man, who is called the railroad fuel agent. The position is a good one, and the man filling it endeavors to give the best satisfaction possible to the company and the men over him. Should he be a new man in the position he will strive to beat the record of the man he succeeds, while if an old employee in the place he fills you will find him straining diligently to beat his own record, or the record of some fuel agent on some other road. Open competition between purchasing agents, you see, Mr. Labor. Of course there is no law preventing the fuel agents of all the railroads combining regardless of how hard we miners get hit. I do not charge, Mr. Labor, that the fuel agents of the various roads ever confer, or have any understanding among themselves, but if they do the law will protect them. I do charge, though, that as an expert artist touches up his picture, the fuel agent touches up the mine owner and seller of coal. Open competition sends all the sellers to him, and the same close scrutiny that tells the artist where to land another stroke of the brush, admonishes the fuel agent when his opportunity has come, all of which he proceeds to improve. In a word, Mr. Labor, the railroad companies' fuel agents become experts in buying and are the men who largely make the price of coal, and the only possible remedy is for the mine owners to arrange prices between themselves below which they will not

go, and to estimate what the demand for coal will be, and then take out no more than will be consumed.

*Labor.* Such a course, Mr. Slocum, would possibly not employ all the miners.

*Mr. Slocum.* We would soon learn then how many miners could depend on steady employment, and such as were thrown out would see that they must look for work in some other field of labor. Were I one I would be content under such circumstances to seek some other mode of earning my living.

*Labor.* Then, you think, Mr. Slocum, that the mine owners ought to arrange prices among themselves for the heavy buyers, such as railroads, etc.?

*Mr. Slocum.* What show have the mine owners, pitted separately against one shrewd buyer of years of experience in his line?

*Labor.* Wouldn't their combining in that way have a bad look on the face of it?

*Mr. Slocum.* In keeping with past customs, it would look bad, but how does it look to see fifty men the victims of one man, and when you add us miners, where the blow hits last and hurts the most, it is thousands to one, and all of us practically subjects of his mercy. Let the mine owners select one man just as smart as the railroad companies' purchasing agents, and then let them loose at each other, and allow them both to become experts, one in selling and the other in buying, arrange their prices and publish them with no cards up their sleeves. Let us workers under the ground have full pay for our toil and risk, and allow the owner something for his property. Any condition which forces the owner of a good mine to say to the miners: "Boys, take the coal out and sell it for what you can and keep the

money," is deplorable, out under the present customs and laws that is about the condition we are in. We men, ourselves, Mr. Labor, are very much to blame that uniformly we do not get better pay. Some railroad company will offer to contract a large amount of coal with an owner, naming a price. The latter goes to his miners and tells them by reducing their pay to a given figure he can fill this contract and give them steady work. The miners foolishly consent, never stopping to think that such a step on their part makes a new price for coal that other mine owners will be forced to meet, and cause a fight for lower wages all along the line. The man I am working for is bound in self-defence to come to me and say, "In such and such a mine the men are working for less pay and unless we can meet the price we shall have to shut down." Then with me it is a case of out of work or less pay, and in place of the mine owners being to blame for the cut, it is the fault of our own men. This all traces back, Mr. Labor, to the shrewd railroad purchasing agent. He can tell the color of shirt the seller wore last year, and the color he will wear next year. Even though he never saw him before, he can discover what the seller goes home and tells his wife, and what he ought to go home and tell her. He has combined against thousands of our meal chests, which are always scanty enough, but the people and our laws say the sellers must not combine against the fuel agent.

*Labor.* You will continue, Mr. Slocum, until you convert me to your line of thinking, I fear. I begin to recognize the power in the market of skilled and extensive buyers, and I can see that it is possible, when sellers are anxious and not in harmony, for

such buyers to send hardships where they should not go.

*Mr. Slocum.* Yes, Mr. Labor, we miners have hardships in plenty without any being specially sent, and I shall be glad, indeed, when everybody is converted to the principle of a willingness to pay a price that holds a comfortable living to those who produce it for what he requires. The head of a mine said to me a few days ago that these low prices did untold harm. On one hand it meant starvation and on the other hand it meant change of ownership. I feel that the Government ought to step in and regulate the whole thing. The present public owes to any given class a fair living, and manifestly it owes to future generations that no coal shall be wasted now.

*Labor.* No doubt, Mr. Slocum, there is an obligation in the sense you cite, resting upon us to future generations, and some regulation as to the output of coal could do no harm.

*Mr. Slocum.* The law could allow the mine owners to arrange all this among themselves, to say the least, without the cry of combine being thrust at us on every turn. I like one thing about it, anyway; they all think so much of our votes they don't dare say a word to us miners about combine. All we need is to do what is right and know enough to hang together and the people will be with us all the time, and the mine owners will be with us, too, if we treat *them* all alike. I do not believe but the consumers would rather pay a good price for coal than to feel that a large class of men like us miners are living the closest kind of a pinched life. Anyway, we do not owe the people that much, neither do any class of sellers of days works in any of our industries. You can add

coal as one more product, Mr. Labor, in which days works are about all that can be found and they are days works of the solid kind, too.





## LESSON III.

*Labor.* Are you ready, Mr. Horton, to tell us your experience in country merchandizing? Receiving an answer in the affirmative, Labor adds:

"I have the pleasure of introducing Mr. Horton.

No doubt many members of the class have made the gentleman's acquaintance ere this."

*Mr. Horton.* I want to assert first, Mr. Labor, that in looking back upon thirty years devoted to the mercantile trade the most striking element that confronts me is the necessary toil I have contributed during that time.

*Labor.* You will pardon me for interrupting, Mr. Horton. We laboring people have not taken the view that the country merchant, or any other merchant, if you please, thought of classing his calling as one of labor.

*Mr. Horton.* That is just where the sellers of "days works," as the term is commonly accepted, do us an injustice. I have simply been a seller of days works to myself for years, and I have been out of patience with the man who paid me a thousand times.

I have worked early and late all these years, rarely ever failing to be the first and last person at my place of business. I cannot conceive of any seller of days works who has uniformly, from the demands of his toil, been so late to bed as I, or who has as a rule gone to bed so tired and exhausted as I have.

My whole life, Mr. Labor, has been one unceasing

round of work, work, work, and for the most unsatisfactory paymaster a man can meet, and I want it understood from now on that I am and ever have been a man of toil.

*Labor.* It is supposed, Mr. Horton, that you can add to your goods an amount that would warrant you an excellent remuneration for your labor.

*Mr. Horton.* There is a gentleman across the street from me and some others a few doors down the street who prevent my doing that, Mr. Labor. I do not deny that I would do that very thing by putting such a price on my goods as would pay me well if I could.

*Labor.* Could not some place be found where you would have the situation more to yourself, Mr. Horton?

*Mr. Horton.* Should I start a store in some woods all to myself, Mr. Labor, and it was known that I was selling any goods and making any money, I would awake some morning to find a man near me with a full line of goods in a tent. He would not wait to build, but would afterwards construct his store around his tent. It is a very skillful and fortunate man who will have very much to himself in the future.

Nature's motto, it seems, is that we shall make a fair division whether we feel so disposed or not.

The only method to-day that holds any merit in business, or anything else is, "first be true to yourself; if you do that you will not be untrue to others," and when this is found out and the people comprehend it thoroughly you will have established and fortified yourself in a position that cannot be battered down. A man cannot seek to shift his mis-

takes and losses on to the shoulders of others and at the same time realize these ends.

If through some strain or special influence you have done what knowledge acquired later on condemns in your own mind, go square yourself with the party misled; and when you have retrieved yourself in your own conscience, and it fails to even matters up with the party appealed to, then the latter's good graces are of little worth and it will be of little matter how this portion of the contest ends as long as your own conscience has been thoroughly cleansed.

There are people whom nature has so ordained that they cannot do this, others are naturally so crooked that they will not. Time will put the stamp of the latter indelibly on both of them.

Fifteen years of faithfulness to yourself in your business and all other avenues will place you where but little need be expended in advertising, while fifteen minutes in the opposite direction may do you up in all kinds of affairs for all time.

How many we meet, Mr. Labor, who will declare there is not a cloud in sight when there is nothing but clouds all around them. The time is certain to overtake that class when they deceive no one but themselves.

*Labor.* As a man in business, Mr. Horton, will you kindly give us your opinion of what puts money in circulation and what takes it out?

*Mr. Horton.* I am of the opinion, Mr. Labor, that I am an agent whereby money is taken out of circulation. My trade is with farmers chiefly. I sell them goods, and when they pay their bills I deposit the money they pay me in our country bank. When

the sum thus gathered is of a sufficient amount I forward a check or draft to the wholesaler of whom I purchase. In this way I cannot see why I have not taken money out of circulation. The latter deal with the wholesale merchant is purely a bank transaction, and does not, that I can see, put any money in circulation except what I have used out of the margins for the support of my family, and what I have paid to my clerks and other help.

*Labor.* Does not the wholesaler you have remitted to put the money in circulation?

*Mr. Horton.* Only such a sum as he pays his salesmen, clerks and help, which you see goes for days works. Of course, what he expends for the support of his family, like my own, goes into circulation.

*Labor.* How does it get into circulation, then?

*Mr. Horton.* The wholesaler's accumulations are finally sent through check or draft to the manufacturer, which is another bank transaction and puts no money in circulation, but when the manufacturer pays his help their weekly wages and they send the money in every conceivable direction, then the money absolutely gets into circulation.

I am confident that forty per cent. of the money put in circulation is sent there by the straight sellers of days works.

*Labor.* How is the other sixty per cent. sent into circulation, Mr. Horton?

*Mr. Horton.* The working people and all others consume of the farmers' products, and what the latter receive puts forty per cent. more of our money into circulation.

*Labor.* You have twenty per cent. yet unaccounted for, Mr. Horton.

*Mr. Horton.* The other twenty per cent. we people in between start on its travels. You will not ask me, Mr. Labor, to name whom this last class covers.

*Labor.* No, Mr. Horton; we shall have to use our imagination on them. I should judge that wage earners, when all considered, put more than forty per cent. of money in circulation and this, too, without including wages paid to farm help. It matters not, however, whether the proportions are correct. All we want are the principles involved. Do you sell, or in any way handle many imported goods, Mr. Horton?

*Mr. Horton.* Not if I can avoid it, Mr. Labor. Of course, tea, coffee and such articles as we have to import, there is no question about our selling. I try, though, to discourage customers from dealing in such goods from abroad as we can produce here at home.

*Labor.* Will you kindly give your reasons for such counsel?

*Mr. Horton.* Suppose, Mr. Labor, all the goods I should handle were foreign. Then, when I remitted money to the wholesaler he would have to forward it on to the foreign manufacturer or his agent, which is the same, and thus the money would be lost to us. It would be out of circulation here to stay out and it would not thus increase the consumption of our farmers' products, and anything that weakens their purchasing ability hurts my business, no matter how indirectly or in how small a way it comes. Farmers only buy abundantly when they sell abundantly at fair prices. There is no sense in claiming that for-

eign countries will use any more of our farm products because we trade with them. What they buy of us is what they require to appease their hunger, because they cannot raise enough to supply their wants at home, the same as we buy tea and coffee, and they will buy what they want when their demands urge them to, just as we purchase tea and coffee of other countries, and we will buy the tea and coffee of them whether they buy anything of us or not.

We have certain brands of goods that other countries will have, the same as we demand certain brands of tea and coffee, regardless of any other trade we may have with the countries that produce them.

No, Mr. Labor, I buy and sell American goods because if it helps my trade ten dollars, one hundred dollars, or one thousand dollars each year, I am that amount ahead without perceptibly having taken an extra step to gain it.

By purchasing and selling American goods I patronize our own labor, and when I patronize that labor I increase its consuming ability, which increases its patronage of our farmers, who are my patrons.

Look at the farmers' trade with me the past four years, Mr. Labor. I never in my life knew it to be reduced to such narrow limits. Truly, I have not made the accounts at my store balance. My business expenses have been in excess of my profits, and the expense of maintaining my family has eaten into my capital.

What has brought all this to me? I will tell you, Mr. Labor, what has done it. It has been the shrinkage in consumption by our working people. They have been idle and living within narrow limits, have



gone hungry and been in distress, all due, every bit of it, to the cry of free trade and tariff for revenue only.

I believe, as I have stated, that 80 per cent. of the money that goes into circulation is put there by the working man, seller of days works, as you all call it, and the farmer, and that you cannot weaken the days works portion without injuring the farmers' portion; hence, when either one is hurt I am hurt, and so it is with everybody else.

I want to claim, Mr. Labor, that my line of business is good, hard work, and that there are but few people who work harder than merchants; and it is a question whether we get pay for it or not. I know, for four years I would have been better off if I had been out of business. Goods and commodities of all kinds, as you claim here, represent so much labor.

When I receive a shipment of goods, I must add all the expense I shall be to in selling the goods.

The wholesaler has already added his expense, which I have paid, and I have paid his profit also. That profit and that expense is already in the goods, much of which is pay for traveling salesmen, clerks, packers and all the help demanded in and about a house of that kind, not forgetting the army of teamsters and freight handlers a large wholesale house employs. Some of them have from one to three thousand people in their employ, all told, which can be called nothing but more days works to go into goods.

*Labor.* As yet, we have said nothing in particular about what profits and capital in goods represent, Mr. Horton.

*Mr. Horton.* As between American and foreign

goods in comparison, you have no need to, Mr. Labor. It is a case of cancellation. There must be a like expense in handling foreign or domestic goods and there should on general principles be profits in each, but about as many times there are no profits in either, days works and expenses for freight having eaten them all up.

Business of nearly all kinds has gotten down to that point where if a man or firm makes net an amount equal to the usual rates of interest on the capital they turn over they are quite satisfied. Of course none will object to realizing more, but those who accept less will outnumber by far the few who are fortunate enough to gather in profits in excess of what the same capital would bring if loaned.



## LESSON IV.

*Labor.* I see, Mr. Sigler, that you are with us to-day, and I will ask you as a retailer of goods in a factory town to relate to us some of your experiences.

*Mr. Sigler.* I have been deeply interested in listening to Mr. Horton, and what he has related relative to the hard work and toil in our line. I can, from experience, thoroughly confirm, although the class of customers we have each had are not quite the same. However, I have quite a farming trade, but it is in no sense equal to my trade with factory employees when they have work.

I was pleased with Mr. Horton's sentiments relative to handling our own make of goods and his endeavor to impress upon his customers the importance to themselves of their patronizing and using such goods. It was quite a surprise to me, Mr. Labor, to learn that a merchant whose patrons were farmers was taking so broad a view. Mr. Horton has sent his mind out over the whole field, which is exceedingly creditable to him.

Since listening to Mr. Horton I see points in my own interests that I had not grasped before. How manifest it is that if the farmer gets more money he will be, through his merchant, a greater consumer of factory goods of all kinds, and anything that pushes the factories along, increasing the demand for days works, helps trade.

When the factory employees are all busy they are

extensive consumers of the farmers' small stuff, and it is these products that hold the farmers' most cheerful profits. I had studied this gardening interest of the farmers, because living in a factory town I had come more in touch with it, but I had not gone out into the broader fields of farming with my mind. It does us good, Mr. Labor, to rub up against each other; nine-tenths of us are living in the narrowest kind of a way.

Many farms are devoted largely to fruit. This the factory workmen when idle do not buy, but when they have plenty of work I see them carrying a basketful of grapes, peaches, currants, and everything that grows, home with them regularly. When you count these instances by the thousands in each factory village, in addition to what their families order delivered from the store in these relishing fruits, etc., it means everything to the farmer.

It means everything to the factory employee, too, for the farmers send the money back to them to make more goods, and we men handling the goods, Mr. Labor, are benefited when both these ends are in a healthy and robust condition financially.

It is a wonderfully interesting sight some mornings to see the stuff farmers cart into our town, besides what the railroads bring in from farther away. Everything in its season comes—strawberries, raspberries, blackberries, blueberries, cucumbers, squashes, radishes, beets, onions, early potatoes, corn, cabbage, turnips, carrots, and everything imaginable that can be grown and eaten, and they find a market, too, for our sellers of days works when they find employment are great livers. When times are good they buy and use what each other makes, and the

farmer buys what they all make, and the latter sells them what he raises, and so the money flies back and forth.

*Labor.* That is the kind of business, Mr. Sigler, that puts money into circulation?

*Mr. Sigler.* It is emphatically, Mr. Labor, and buying foreign goods is to buy days works away from home and let our people keep theirs, which the Wilson bill tried to do.

*Labor.* You say "the Wilson bill tried to do." Did not that bill accomplish what it tried to?

*Mr. Sigler.* Not in our town, if you mean buying foreign days works stored in foreign goods.

*Labor.* What did you sell, Mr. Sigler; our own make?

*Mr. Sigler.* We didn't sell our own make or any other. What, Mr. Labor, did the factory employees have to buy anything with when our factories closed down or run on one-quarter time, etc.?

*Labor.* You had your farming trade left, did you not?

*Mr. Sigler.* I asked some of my farm customers why they did so little trading, and their reply was that all they could sell the factory employees or grocery stores now was potatoes and a few cabbages, and claimed the sellers of days works were not buying butter and eggs and all the little things they had dealt in so freely, and by this means the farmers had no money to buy of us what the factory men made, either at home or abroad. Our own market, Mr. Labor, was gone up; a thing of the past, and the families of the factory hands were not using one sack of flour where formerly they had used three, and

sugar, tea, coffee and everything else in that same ratio.

*Labor.* You do not claim, Mr. Sigler, that they were making one sack of flour answer where they had used three before, do you?

*Mr. Sigler.* I make just that claim, Mr. Labor. The people were not throwing dry bread and old cake out of the back doors as they had done. They were frying and making toast of the bread, and they had abandoned the thought of making pie and cake.

*Labor.* Then, Mr. Sigler, we can consider the Wilson bill a lesson in economy?

*Mr. Sigler.* To the winds with such lessons in economy! We Americans, if our market is kept as our own, which it is, can have what we want. Anything that contributes to make life agreeable is what we are seeking. The man or woman who has found the greatest comfort and contentment through life is the one who dies the richest. It is not the idiot who has left a great quantity behind him to spoil others who has in most instances met and utilized the elixir of living.

*Labor.* Would you advise people to be profligate and extravagant, Mr. Sigler?

*Mr. Sigler.* You misinterpret me, Mr. Labor. I would not counsel that people go to the bad or that they waste their means; I would help them to be prudent and save for old age, but to do this I would not invite a condition that would force them to be constantly under a strain that forbade the possibility of contentment or saving, either. That is all the Wilson bill did. It never taught any economy. It will require wider brains than the men who originated that bill possess to teach true economy.



True economy does not need pain and starvation to accomplish it. Punishment and lessons are two different things. Lessons which take the blood out of everything in order to punish a few ought to be called by some other name.

I do not want to be found discourteous, Mr. Labor, and I am to blame for introducing the Wilson bill into this talk. I had agreed with myself never to confer with myself, or anyone else, again upon that bill. It is so odious and so repulsive to everything tending towards a higher civilization for our people that my patience gives out completely when it is under consideration. I beg your pardon again, Mr. Labor, for exhibiting temper. We can become rational by dropping that bill, a thing everybody should have done four years ago.

*Labor.* I am inclined to agree with you, Mr. Sigler, that we could have gotten along without that bill.

*Mr. Sigler.* I have no mental relish for it and will not take it in my mouth again; the taste it leaves is too much for me.

In regard to our patronizing other countries, Mr. Labor, I have something slightly realistic in the way of illustration here which I will take the liberty to read, and request that it appear in your records as I read it and where I read it.

The article is an editorial clipped from the "Akron Evening Journal" of May 27, 1897.

"AKRON A SUBURB OF CLEVELAND.

"Is Akron to maintain the independence as a business center which she has won by long years of energy and enterprise and effort, or is she to become—as far as her mercantile interests are concerned—a

mere suburb of Cleveland? That this question must be answered, and answered soon, can be shown by taking the merchant tailoring business as an example.

"A few months ago the largest establishment of this kind in Akron closed up its department because it was no longer profitable to maintain it owing to the fact that so many Akron orders were placed in Cleveland. Last week another prominent merchant tailor was forced to make an assignment, on account of the competition of Cleveland tailors.

"While these changes were taking place in Akron business circles an agent for a Cleveland merchant tailor was vigorously canvassing this city. Last year he alone secured orders to the amount of over \$7,000. This year he claims his business in Akron will be considerably greater. On one day not long ago nine suits of clothes were sent to him from Cleveland to be delivered to his Akron customers.

"This agent pays no rent, no insurance, no taxes, does not leave a dollar in Akron except what he pays for his hotel bill and his personal expenses, and he does absolutely nothing towards maintaining or building up this municipality. While he is reaping a rich harvest for his Cleveland employer, his Akron competitors who have to help support our fire and police departments, who pay their full share of the salaries of our city and county officials, who are taxed to keep up our city and county governments, who pay rent to Akron's property owners and wages to Akron working people—while the Cleveland tailor is getting rich on Akron money, Akron tailors are placed under such hardships that, as we stated above, one concern decided to abandon the

business and another one, almost as prominent, is forced into bankruptcy.

"The Cleveland tailor cannot be blamed for sending an agent to Akron—he has a perfect right to do so—and he is very fortunate in being able to find a representative who has the ability, the tact and the energy to secure so many Akron orders and to divert so many thousands of Akron dollars to Cleveland.

"The root of the trouble is not located in Cleveland, but right here in Akron. If Akron men had the proper public spirit, if they had any adequate realization of the duty one citizen owes to another, if they had any regard for the great principles of the Golden Rule, the agent of the Cleveland tailor could not get an order for a dollar's worth of clothing in a year.

"The most surprising thing in this whole matter is the fact that the list of customers of this Cleveland agent is made up of names of men who depend entirely upon Akron money for their own living. In the list are the names of city and county officials, policemen, firemen, lawyers, doctors, and even merchants who are in the retail trade and who howl lustily whenever the effects of Cleveland competition are felt in their own respective lines of business. The men who do not stand by Akron and Akron enterprises should not receive one iota of sympathy when they are hurt by outside competition.

"Thus far we have spoken only of what Akron business houses have suffered through the efforts of one agent of one Cleveland concern. But even now another Cleveland clothing establishment has a display, in a prominent hotel, of boys' and children's

suits, ladies' shirt waists and similar articles. The town has been flooded with circulars announcing this display, and we presume that the wives of the lawyers and the doctors, and the city officials and the merchants—all of whom depend upon the welfare and prosperity of this community for their individual success—we presume that these wives will take the money which has been paid their husbands by Akron people and buy clothing for the children who are to be educated in Akron schools by Akron money—will buy clothing from this Cleveland concern which does not pay one penny of tax in Akron, or one nickel for insurance, or one dime for wages to Akron people, or one dollar for anything except the hotel bill of its agent.

“It can be stated with truth not only in regard to the clothing business, which we have been considering, but in regard to other classes of retail trade, that Akron stores can furnish goods in their particular line, of as good variety and quality, and at as low a price as the same goods can be purchased in Cleveland stores. Yet it seems impossible to get this fact fixed in the minds of local purchasers. Akron mercantile establishments are first-class, and should enjoy the patronage and receive the support of the local trade, this being especially true when the quality of the goods is equal to and prices are as low as are to be found in a foreign market. Loyalty to home industries helps to widen the extent of home business.

“The principle that, other things being substantially equal, the stocks of Akron stores should be given the preference by Akron buyers, is as sound as the law of nature. If we are to secure the full benefit

of reviving commercial activity, we must give all possible encouragement to our own industries, so that they can meet and withstand competition and eventually push further into the fields that form the debateable ground for their business.

"The time is auspicious for a new impetus to the patronage of home industry. With increased opportunities for employment, the people will have increased resources for purchasing goods to satisfy their needs and they should be impressed with their duty to prove their loyalty to their own city in every possible way."

It is not necessary to remind any of you that Akron is in the great State of Ohio, where all our Presidents come from.

This editorial talks common sense, so far as the interests of Akron are concerned. The best thing the citizens of Akron can do to weaken the dignity, character and standing of their own town is for all of them to go to Cleveland or some other city to do their trading, and this sentiment will hold good for any other city, and as well does it hold good for a nation.

In proportion, Mr. Labor, as the citizens of Akron can benefit their own city by trading away from home for things they can get at home, our whole country can benefit itself by going to other countries to purchase what they can as well buy at home.

## LESSON V.

*Labor.* Will some farmer present, who depends chiefly upon the product of grain for his income, explain to the class how far labor enters into his industry.

(A member of the class rises to answer.)

*Labor.* Give your name, please. *Answer.* Henry Williams, of the State of New York.

*Labor.* You are a farmer, Mr. Williams?

*Mr. Williams.* Yes sir; I have 320 acres of good productive land. I suppose you want a direct answer to your question.

*Labor.* Yes sir, if you will kindly give it.

*Mr. Williams.* With your permission I will take the question up from the standpoint of hiring all the work done, and see what part of it is labor.

*Labor.* That is a good method.

*Mr. Williams.* I can hire a man with his own team to plow for about \$2.00 per acre, including harrowing the land once before seeding. I can hire the grain drilled in for about 50 cents per acre. I can get it cut, bound and set up at harvest time for about \$1. per acre. I can hire it hauled, stacked and put into the barn, threshed and afterwards cleaned and taken to market for, say \$1.50 per acre.

*Labor.* What particular grain are you referring to now, Mr. Williams?

*Mr. Williams.* The cost I have mentioned thus far will apply to nearly all kinds of grain. What we have now is:



For preparing the ground, per acre,	\$2.00
For seeding, . . . . .	.50
Harvesting, . . . . .	1.00
Threshing and cleaning and marketing,	1.50
	<hr/>
	\$5.00

Amounting to \$5.00 per acre.

Suppose now we consider wheat, and the price I am to get for it is 70 cents per bushel. I shall have now to add the cost of two bushels of wheat per acre for seed, and while good seed wheat usually brings a little more than the market price, we will only call it 70 cents per bushel. The former cost with the two bushels of seed wheat added brings our estimate up to \$6.40 per acre. A fair yield of wheat on my farm is from eight to twelve bushels to the acre. If the latter figure, my receipts will be \$8.40, leaving just \$2.00 profit to the acre. If the former (8 bushels) I shall have lost 80 cents per acre.

*Labor.* Mr. Williams, are there not other items to add to your cost?

*Mr. Williams.* Certainly; boarding parties doing the work, feeding their team, hauling manure on to the land from time to time, taking care of and rebuilding fences, etc., etc., are all to be added, but it is difficult to make an estimate on these items.

*Labor.* I supposed, Mr. Williams, that farmers usually did a large part of their own work.

*Mr. Williams.* True, we do; but you see from the estimate that it is a question whether we get fair wages for our work, let alone making any money.

*Labor.* What about other grains; barley, oats, rye, etc.?

*Mr. Williams.* The yield of those grains is more

to the acre, but the prices are correspondingly less per bushel; hence the results are about the same.

*Labor.* How about corn?

*Mr. Williams.* Corn requires more attention, and I have never raised any more than I needed for feed. I would not think I could get anywhere near fair pay for my labor by growing it for market.

*Labor.* We are inclined to think, when we see a cargo of wheat or grain of any kind, that it simply grew and that there was but little if any labor in it, but from your analysis it appears to be all labor.

*Mr. Williams.* It is all labor; grain of any kind represents labor in the same ratio as anything else, and you are right in your claims that everything is from seven to nine-tenths labor.

With your permission, I will add that 30 and 40 years ago when I was a boy my father could always get a dollar a bushel and upwards for his wheat and could raise 50 per cent. more to the acre than we can now. Our land is in a sense worn out, and for the last 20 years we farmers in the East have been using our spare time nights hunting around with the old lantern trying to find tracks our fathers made, when in fact we should have been hunting for the reasons why grain has not been bringing the price in recent years that it did formerly.

Since the war closed Iowa, Nebraska, Kansas, Minnesota, Dakota and other States covering an unlimited territory of the richest soil the sun shines upon has been opened up by railroads, where plowing is done by steam and the farming done on so broad a scale that with the bountiful yields they get wheat can be raised at a profit when the farmer nets 40 and 50 cents per bushel. Many of us farmers in

New York have been asleep for years. We can't raise grain here and compete with those people in that new and comparatively level and fertile country with a rich black loam from six inches to three feet deep all over it. We must grow more meat and garden stuff, milk more cows and ship the milk or make more butter and cheese for the city and factory towns, which will pay, provided Congress ever gives us a law that will justify the factories in trying to run.

A very pleasant gentleman said a few months ago that times were always good when wheat brought \$1.25 per bushel.

If it could be known that wheat would bring \$1.25 a bushel for the next three years how much, Mr. Labor, do you suppose the new and fertile lands of the west would produce? They would raise enough to supply the whole world; anyway, they would try to.

No, Mr. Labor; except in the event of war or some failure of crops in this or some other country, or for some specially good reason, wheat will not bring \$1.25 a bushel again in the next 40 years.

*Labor.* You say, Mr. Williams, that grain represents toil; how will it be if you raise stock, milk cows and ship the milk, or make butter and cheese, grow garden stuff, etc.?

*Mr. Williams.* Gardening will be all work and no play; in shipping milk and making butter and cheese there will be plenty of toil, and early and late at that; caring for stock from its birth until it is ready for market means close attention and much work, also.

*Labor.* Mr. Williams, while you have been raising

grain for the market and not feeding much stock, did you have any hay to sell?

*Mr. Williams.* Yes, and I am glad you remind me of it. I was making some money on my hay and found a bit of comfort in that until the Wilson bill reduced the duty from four to two dollars per ton. Since then I have taken less, and sometimes it has been difficult to market my hay at all. Canada has seemed to bound over here with her hay, sold it and taken the money home with her to spend on the other side of the line. I think we farmers here in the United States might better have that money and spend it here in the States.

I have some data here, Mr. Labor, showing how much hay was imported during the last seventeen months of the McKinley law, and how much was imported during the first seventeen months under the Wilson law.

It also gives the acreage, tons and value of our hay crop for the year 1895.

Last 17 Months of McKinley Law.		Last 17 Months of Wilson Law*	
1893: Tons.		1894. Tons.	
April.....	13,161	September.....	21,538
May.....	7,604	October.....	14,278
June.....	13,664	November.....	11,373
July.....	6,186	December.....	19,927
August.....	2,477	1895.	
September.....	4,188	January.....	18,962
October.....	8,178	February.....	13,823
November.....	5,292	March.....	26,718
December.....	5,536	April.....	12,538
1894.		May.....	16,046
January.....	9,546	June.....	26,858
February.....	9,339	July.....	30,306
March.....	8,587	August.....	18,170
April.....	6,182	September.....	21,068
May.....	9,003	October.....	34,637
June.....	13,298	November.....	28,580
July.....	11,799	December.....	30,529
August.....	6,040	1896.	
		January.....	28,513
Total.....		Total.....	
140,080		373,864	

It is unnecessary to remind anyone that largely our hay crop is fed to stock on our farms where it is produced. With me, however, while I have been giving more attention to raising grain than I have stock, I have as a rule, when I could, marketed most of my hay. The above history of comparative importations of hay under the McKinley and Wilson laws shows why it has been difficult at times for me to find sales for my hay recently, and why I have taken less for it.

Farmers who pay special attention to stock raising as a rule make their plans to have an abundance of hay, and it is rare, except the winter is unusually long and severe, that they do not have some over for the market, and the money to them from this source is always very acceptable and looked upon as an extra; at least, it is a portion that is never classed as a product for market.

By the above record, Mr. Labor, we see that in seventeen months under the McKinley bill 140,080 tons of hay were imported. I may be called narrow, but for the life of me I cannot see what we wanted of that amount of hay even. Not less than a million dollars of our money went to some other country for it, and no doubt our people had hay that rotted in the stack and went to waste during that time. With this view of the McKinley bill, what should we say of the Wilson bill when 373,864 tons were imported in 17 months?

It is too much like the family of a dry goods merchant going to some other store to purchase their dry goods to have any relish for me. How would I look, Mr. Labor, going to a neighbor farmer to buy corn to fatten my hogs when I had a crib full

of corn at home? Such kind of an exchange of trade as that is an infernal nonsense, and Mr. Wilson might just as well tell my neighbors to come and milk my cows and take the milk away, and then urge that the reason my family have no milk and butter is due to the breed of cows I keep as to try and mislead the people, and convince them they are hard pressed for reasons that are not true. Mr. Wilson was instrumental in arranging for other countries to sell their truck in our markets, get our money and take it home with them, and however much he may try to distort the cause that is just what ails us.

Such conditions and such sentiments are shams and the man who defends them is the farmer's enemy, and it is beyond my conception how a farmer can take any other view. We tillers of the soil ought to all act together on lines that will condemn such people and fire them into oblivion so far as public affairs are concerned, and to do all within our power to minimize their influence, for it is pernicious.





## LESSON VI.

Mr. Labor, I have been an attentive listener to your lessons thus far, and I have been most singularly impressed.

*Labor.* What is your name, please?

My name is Grover.

*Labor.* What is your line of business, Mr. Grover?

*Mr. Grover.* I have simply been an observer and listener here; am able to live without engaging in any business.

*Labor.* You are one of the fortunate ones and I am glad of it. As an observer and listener you are welcome here. What have you to offer, Mr. Grover?—Any suggestions or criticisms from your standpoint as an observer will be appreciated. We are seeking after light and knowledge.

*Mr. Grover.* As I said, I have been very deeply impressed, and one thing that has attracted my special attention is what has, by most people, thoughtlessly been termed raw material. We have been looking at lumber, pig iron, leather, wagon-hubs, felloes and spokes, cotton thread, woolen yarns, silk thread, and a thousand things as raw material. You will show in your various lessons, that hundreds of thousands of people have made their living bringing these products to the stage of what I said before we had thoughtlessly called raw material.

*Labor.* You agree, then, Mr. Grover, that the true raw material in any product is but a fractional part

of its real cost, and in its component parts the chief and whole one nearly is labor? With this view, then, you must also agree that the labor ought to be done in our own country, and that we should have laws to protect it with that end in view?

*Mr. Grover.* I cannot do that; I am a democrat and a free-trader from start to finish. I claim to be of the stock that is clean and loyal; I have never been anything but a true democrat, and it is my pride.

*Labor.* Did not your democracy waver any from 1860 to 1865?

*Mr. Grover.* Not a bit; it has never wavered and it never can; it is of the right kind—loyal to the core.

*Labor.* If you pay close attention to the lessons, we shall show that grain, provisions, vegetables, and everything we grow, as well as everything we manufacture is more than nine-tenths labor, as you have already anticipated. Then you will be ready to admit that labor is about all we have to sell; at least, you will admit if we take all the labor out we will only have left grass, weeds, forests, wild flowers, wild animals, etc.

*Mr. Grover.* I do not admit anything. Any true and loyal Democrat considers it a weakness to make admissions. We are the people that have always been right and driving our stakes there and holding to that claim, together with firmly charging that the ills that come to us are the faults of others, never explaining, but always firmly charging, whether we had any proof or not, has been our success.

*Labor.* But, Mr. Grover, in the first of your remarks you admitted you had gathered some better ideas on raw material.

*Mr. Grover.* I was for the moment too hasty; I recall all I said.

*Labor.* Certainly, Mr. Grover, you must be interested in the prosperity of the country, and since if in every lesson we may take up, and every product we may consider, and every product that it would be possible to consider, we show that labor is practically the whole of what we are offering to sell, there being no exceptions to this claim under any circumstances or conditions, you will admit then to yourself if not publicly, or to this class, that we cannot afford to allow other countries to sell their products (which only means their labor) in our markets to the injury of our wares, which means our labor wholly, and our people as a whole.

*Mr. Grover.* You, Mr. Labor, cannot blame me for holding a special reverence for the olden times of this country, and for those grand old planters of the South who were practically the whole of it in their day, and would be now had it not been for the aggressiveness of the New England Yankees whose descendants have spread out all over the whole country, carrying with them the sentiments of protection and a thousand isms that were full of disrupting influences. It was an exhilarating solace to me when a boy to read of Southern chivalry. I admired and learned to love those people. They were from the first true Democrats and free traders; St. Louis and New York City were their headquarters; all the people of those two cities "uncovered to them." St. Louis may be in a manner changed, but the old and substantial people of New York City today, and their children, too, are Democrats, and, as of old, are free traders. You must not look for

the swaths that those old Southerners once cut, or the sentiments they planted in the bosoms of the people who once knew and loved them, to die; they are indelible, they will not down.

I am in perfect accord with the leaders in the City of New York, and we distinctly believe that the United States can compete with any country in the world. You will show that no country on earth leads ours in inventive genius. You claim that nine-tenths and more of any and all products is labor. Then, if we are more ingenious, why cannot we compete with any people on the face of the earth?

*Labor.* Certainly, we can compete with any country and without a protective tariff, too, but we must do it by lowering the price of our goods, and to lower the price of our goods so long as the original value will be shown to practically cut no figure, we must lower the price of labor, which is virtually all that represents any value in the goods. To lower the price of days work and monthly salaries means to cut out the bath rooms in the working man's apartments; it means living by the cook stove's heat or warming one room by old methods a part of the time in place of all the rooms all of the time. It means one spare dress to the wife each three or four years, as of old, in place of two or three spare dresses each year. It means carrying children in the arms instead of pushing them about in baby carriages. It means long, tiresome early and late walks to and from work to save the car fare. It largely means no doctor when perhaps there ought to be a council of physicians. It means bread without butter and eggs and meat on rare occasions. It means but few bicycles, skates, toys and a thousand things that make

life cheerful. It means restricted consumption, and less consuming ability means less to the farmer and a general paralysis of business as compared to what we had prior to 1893.

It means a few Lords who permit their wives to follow them into the carriage. Certainly, Mr. Grover, you cannot, as a good American, find any comfort in any such prospective conditions. You would not go back to the days you can remember prior to free school laws in New York when the lady teacher received two dollars per week and boarded around, and only a few could find money to give their children this piece of education, at that. No, Mr. Grover, we are up to the days of free and compulsory education. It seems that the masses will hail "Forward, march," rather than a sentiment and spirit that would carry us back to the old. Steps have been, and may be taken again, that will permit foreign countries to enter our markets and take our money home with them and keep it, causing a serious halt in our progress, causing collapse and failure in business of every conceivable nature, causing destruction of values until pride will not only kiss the dirt but will eat it, causing agony of every imaginable character, even to the extent of suicide.

Time and further light and knowledge will put a stop to such methods. We must, and by some means we will, sooner or later, sell our own labor in our own markets, regardless of any other country.

Mr. Lincoln said, "All the people can be fooled a part of the time, a part of the people all of the time, but all of the people cannot be fooled all of the time."

*Mr. Grover.* I am somewhat surprised at the stand

you take, Mr. Labor. How can you hope to go into the foreign markets with American goods, if you practically shut those people out of our markets?

*Labor.* Statistics show that for every dollar of products marketed by this country that only a few cents of that dollar's worth of trade has been with foreign countries; that nearly the whole dollar was our own consumption and our own market.

*Mr. Grover.* Then I understand that Labor is not in favor of increasing the small per cent. of trade with foreign countries.

*Labor.* Is Labor to understand, Mr. Grover, that you are in favor of turning our trade (home trade) or a large portion of it, over to other countries that we might slightly increase our sales to them? Statistics show that nearly all we sell to foreign countries is grain, provisions, cotton, etc. 98 cents of every dollar of our manufactured goods are sold in our own market, and slightly less than two cents of every dollar's worth is sold to foreign countries.

*Mr. Grover.* I see Labor is determined to bear down heavily on the great Democratic party.

*Labor.* Not so, Mr. Grover. We must sell our labor; we have such an unlimited supply that we must turn as much as possible of it into money, and we must send people to Congress and choose our Presidents from among those who will help us. It is knowledge we are endeavoring to diffuse. We want the leaders and the constituency of every political party to be ready and anxious to make and pass laws to help us sell our labor. We do not want laws that will allow foreign countries to sell their days works in our markets and take the money away with them, and sellers of labor will ultimately vote



against any party thus inclined. We are beginning to understand this question and refuse to be hoodwinked any longer. Labor will hail the day when any party in power will scorn to give our markets away to foreign countries. When that comes we will be practically safe, no matter how we vote.

Labor is quite sure, Mr. Grover, since you have taken part and been so deeply interested in our lessons, that within you are thoroughly convinced, or will be if you listen to further lessons, that the success of our country depends upon holding our own markets for our own goods, and it seems too bad that the traditions of any party are such as to virtually compel you to abandon your convictions, in order to remain in line and be counted true blue (as you term it) in every particular.

Think what a dire calamity it would be to the country under such circumstances, should you be elected to some high office where you had influence and power. It does seem that all those old questions you referred to should be thoroughly gone over and reconsidered.

The Southern Planter is not looking with the eyes he formerly did. Everything has gone through such a thorough change of condition and sentiment that they are not only inventing in the South, but they, too, are becoming Protectionists. It must be evident to you, Mr. Grover, as to others, that the factory is seeking to be close to its base of supplies. Economics will not justify hauling three cars of raw material when one car will answer for the finished product. Cotton goods in large quantities are being manufactured in the South now; that section will soon decide that protection is what we must have,

and labor then may feel that our country is comparatively safe, regardless of the party that may be favored with power.



## LESSON VII.

Mr. Phelps, your line of work is making crockery?

*Mr. Phelps.* Yes, sir, it is in that branch of toil that I have found a market for my labor for the last twenty years.

*Labor.* What is the value of the raw material used in the manufacture of crockery?

*Mr. Phelps.* It is but little, if anything; in fact, it is what clay and sand could be sold for in their natural state in the ground. The coal or wood consumed in baking or burning is quite an item. We must not lose sight, though, of the fact that nearly the whole value in the wood and coal is labor. The first requisite in making crockery, of course, is the plant, which when equipped will contain some machinery and many implements for carrying on the work. We must not forget, however, that labor is the parent of the machinery and implements and constitutes nine-tenths of their cost. There can be but little contention as to what enters into the construction of the plant. After deducting the cost of the site, the closest scrutiny will develop that the balance is all days works, whether done by contractor or owner.

The site is usually selected where land by the acre is purchased at a reasonable figure prior to improvements, and as a rule it contains the chief material for the manufacture of the crockery. Without going into minute details, Mr. Labor, this brings

us to the point where we are ready to begin the development of our product.

*Labor.* Your statement, Mr. Phelps, is concise and clear, and covers the ground sufficiently to demonstrate the principles involved. What we want to discover is, where a product is offered for sale what share of the value in it is due to labor. You have shown up to this stage that if the labor were deducted from the plant the only thing remaining of any value would be the raw, unimproved land. You have made this point very clear and it is an essential feature. As we proceed, however, we must bear in mind that every time the raw material is handled or advanced a step it takes on value to the full extent of what such handling costs, no matter how valueless it was at the start.

*Mr. Phelps.* Very true, as is evidenced in the manufacture of crockery. As soon as the clay and sand have been dug and delivered to the plant, ready to be ground and mixed, they have taken on value to the extent of the cost of the labor, and the men doing that work get that value to put into bread, clothes, drugs, doctor bills, etc.

The next advance towards value is the labor of those who grind, mix and prepare the material for the men who mold and form the goods. At this stage there is no value except for the uses for which the material is intended, and it is worth no more except for the manufacture of crockery than before it was first moved. Up to this degree of advance the work has been done by what is termed the common laborer, for which, in ordinary parlance, but little credit is given, while in fact it has been the means of support of quite a number of people. This

feature should not be lost sight of in the construction of any product. It is a question whether the common laborer is not the one who should be first considered; everybody is his boss, and it is rare that he meets with very much good cheer.

The material is now ready to be passed to the man of skill, who molds and shapes it into the desired articles, and it is not until it leaves his hands that it has taken on any appearance of value.

How natural, as we see it in this last form, to fall into the error of thinking that up to this period it has received only the touch of the man who molded it; forgetting that prior to reaching him it has been instrumental in feeding and clothing many families, schooling children, and in many ways doing a power of good.

The next step it again falls into the hands of the common laborer, who carefully places it into the kiln to be baked. The fires are started and continued by labor, and so on until it is a finished product. When the kilns have cooled, labor again places it in the storage rooms, or packs, crates and prepares it for shipment to fill orders, and so it moves on into other hands, on railroads or water transportation, always in front of the man of toil, until it reaches the city of its destination, where the hands of labor grab hold of it again. We will leave it now to the wholesaler, to whom you will have to look for information as to how many times labor will have occasion to turn it over before it reaches the consumer.

I have not noticed the broad field of ornamenting crockery, Mr. Labor, and I take it for granted that you do not care for a description in detail of the processes of coloring, painting, burning, etc. Each

color may require a different temperature of heat to perfect it, and this is where the scientific features of treating crockery enter, all of which means labor the same as the ordinary and more generally understood methods.

It is due to add, nowever, that for much of the finer goods a special quality of clay is required, which is rarely found near the factory; but no matter where this material comes from it is labor that digs, transports and delivers it to the factory, regardless of the distance it travels.

I desire to assert, too, Mr. Labor, that the United States can make good enough crockery for any human being, I care not how delicate or finely organized he be. Our imports of earthen, stone and china-ware amount to from seven to ten million dollars in value each year. I should like to see more of this money remain at home, and it would be my pleasure, Mr. Labor, to aid in making these goods. We are improving the quality of our goods each year, and when the time comes that manufacturers of crockery feel that they can have the share of our own market which is their due, the goods will grow finer and more choice very rapidly.

*Labor.* We see, Mr. Phelps, by your analysis of the manufacture of crockery that it adds its testimony to the long line of proof that all we see or know of is labor.

*Mr. Phelps.* Yes, labor is nearly all that can be found in crockery. These lessons are very interesting to me. I am paying strict attention to all that passes here. If there is any product in which nine-tenths of it is not shown to be labor I want to discover what that product is.





*Labor.* Do you consider it essential, Mr. Phelps, that other countries should pay a duty on crockery?

*Mr. Phelps.* I wish it were within my power, Mr. Labor, to answer that question in a manner to give full expression to the feelings within my heart on that subject. What living American can have the brazen effrontery to ask me to so far forget my wife and children as to consent that some man in France, Germany, England, China or any other country shall sell his days work to my neighbors, get their money (or, more truly speaking, my money) and take it home with him to his own country to live on and invest, and thus compel me through enforced idleness to ask those same neighbors to give me food to keep my little flock from starving, and when I get it (as I surely will in this good country) it is handed me on a dish that could I have had the privilege of making I would have been spared the pain and agony of constantly looking into the faces of patched and ragged children and wife? I would have been spared the pain and agony of anxious faces at the window when I came home, hoping to see something in my arms to appease their hunger. I would have been spared the pain and agony of being wakened at night by the sobbing of my wife, weeping over our distressed condition. I would have been spared the pain and agony of my family being frowned upon by everybody. I would have been spared the pain and agony as a subject of scorn by all who knew me, charging that I was a worthless and lazy lout. I would have been spared the pain and agony that the future did not hold a happy thought or hope for me and those I love.

No, Mr. Labor, free trade or nominal duties means

giving to other countries before our own families are fed.

Protection means to feed and clothe our own first, then if we have anything to spare we can, if the people in other countries are in need, contribute to them if we choose (a thing this country nearly always does choose to do) and take credit for the gift on the score of charity—which would be our due.

To me so long as labor is all I have on this earth to sell I look upon those who vote for and support men with the view that when they become officials they will make laws not only permitting but inviting other countries to sell their labor to my neighbors as not indirectly but directly keeping flour out of my meal chest. There may be a difference in taking out and keeping out, but to me and mine the result in either case would be the same. Providence kindly forbid that I should myself vote for candidates that I had the faintest suspicion would, if elected, help make laws that would keep it out.

Right here I want to ask the question,—when the time comes that I cannot sell my labor (which is all I have or can sell) what will I have to purchase other countries' labor (products) with?

Lessons here have already shown that the talk about our goods, particularly our manufactured products in foreign markets, is not a thing less than impertinent hypocrisy on a swell and ruthless masquerade.

If our own home markets represent ninety-eight cents of each dollar of our manufactured products, ignoring the ninety-eight cents interest to chase after the two, has about as much business sagacity

with regard to prudence and safety as a man would display should he jump overboard in mid-ocean from one of our modern greyhound liners to grab on to a floating plank, hoping to find better accommodations. The liner would serve the fool man right not to stop to pick him up, and people who are continually harping about foreign markets for our manufactured products, to the neglect and abuse of our own home markets, should be ignored in a like manner.

Right now in these beautiful June days our markets are being loaded to rounded measure with foreign products, which means fewer days work for our own people, while the United States Senate is wrangling whether to stop it at all or not. Their treatment of American labor in this is about as just as it would be to the inhabitants of a city should their officials take special pains to purchase only balky horses for their fire department.

Times are never easy and good except when labor in all lines is employed and there is an interchange of purchases by the employees of a multitude of factories representing our various products. I will take it for granted, Mr. Labor, that I have your permission to try to illustrate what I mean, although it may be done in a homely kind of a way.

Let us suppose that we have an ideal manufacturing city covering fifty industries, and that each industry employs five hundred adult men; counting four persons to the family for each adult man gives us two thousand persons for each industry, or one hundred thousand people for our ideal city, which, for convenience, we will call Groversville. Such a city would support ten thousand more people, mak-

ing forty thousand, including their families. This latter number would include retailers of goods, market men, bankers, lawyers, physicians, school teachers, traveling salesmen, etc., etc. They all have their method of laboring for a living, and are to be counted as well as the common laborer who will be found among them.

We will now, for the convenience of illustrating, make the pay of each employee and the pay roll of each factory the same. The wages of each employee shall be \$2.50 per day, or \$15 per week. This estimate makes the weekly pay roll of each factory employing 500 adults \$7,500; the total weekly pay roll of the whole fifty industries amounting to \$375,000.

When these factories are all running and all the employees are busy, everybody in this brisk little city has money; you see the children even buying nuts, candy, toys, etc.

All the 140,000, or the men among that number, are buying, wearing and destroying the hats the 500 men are making, and the women of this same number of people are wearing hats and bonnets made by 500 other adults suitable for them.

All the 140,000 people are wearing out the shoes the 500 are making; they are wearing shirts the 500 in that line are turning out; 500 more are making hosiery for the 140,000.

Carry this on into clothing, gloves, crockery, tinware, stoves, cigars, umbrellas, brushes, pins, cloth, jewelry, watches, clocks, carpets, underwear, cutlery, and on and on until the whole fifty industries are covered and then endeavor to recognize the consuming ability of this 140,000 people of their own products among themselves. Do they consume one-

fourth, one-third, one-half, two-thirds, or what proportion do they purchase, wear out and in a manner waste? When this country is prosperous our people do not wear their clothes threadbare as in former days. When they are rusty or out of style they cast them off and buy new, (and what a boon this cast-off clothing and shoes, etc., of the few fortunate ones the past few years has been to the great masses who have been less fortunate). This practice reaches on into all classes of goods; carpets are rarely worn out any more. When they show wear and decay and patterns have changed, if times are good they are replaced with the new and more modern. The same with furniture and a thousand things; it is not considered economy to pay for a full days work and accept a half days output on account of worn-out machinery; hence the constant change of the old for the new in this line. Add to this the modern machinery that is daily taking the place of that which is still good.

Think of the good railroad locomotives that of late years have been relegated to the scrap pile to make room for the more powerful and swifter ones.

It is these features covering the wide fields of the broadest and best known life and living to the greatest number that make our markets nearly as great as the combined markets of the balance of the world. Our markets are so inviting that they become a target for the vicious commercial eye of the inhabitants of the whole earth.

I shall not undertake to decide, Mr. Labor, just what proportion of the product of Groversville the inhabitants and the farming community who trade there will consume, but I shall undertake to show

that if you take that consuming ability away from them, from that moment the city is doomed.

Now, when all is prosperity what patrons they are of the farmer; what a feast he has supplying them with milk, butter, garden stuff, etc., and in turn the farmer with the money he receives from them buys their products to supply the wants of his own family.

This exchange of commodities covers and makes happy a large territory surrounding Groversville. Farmers as a class find a special satisfaction in gratifying the desires of their families, and seldom can anything exceed the market of a good live factory town in equipping them to do this very thing.

We will remain within consistent bounds now in presuming that most of the goods now manufactured in Groversville, where all appear to be so contented and happy, can be produced and supplied by foreign countries. This feature being accepted as a fact, we are led to ask what are the foreign goods? There can be no answer other than "Like our own, they represent labor and but little else."

Proceeding now from the standpoint of the free-trader, we permit the foreigner to ship his products into our prosperous little town without paying any duty. The next question shall be: "What are the costs of the foreign goods as compared to our own?" Ocean freights and bulk car load rates by rail will not amount to a penny apiece on hats when figured down to the single one, and it is safe to claim that the same ratio will hold good in all the lines, heavy freights not differing sufficiently to destroy the principle involved.

Since, then, the transportation practically cuts no figure, the cost of raw material in foreign countries



being nearly zero, the same as our own, the chief, and, in a sense, the only item we have as a base in estimating the comparative cost of the goods is the labor. This true, then what is their scale of wages as compared with ours? That it is very much lower is a fact never disputed. Then, for convenience in comparison, we will call it one dollar per day for their adults, while our wages had been \$2.50 per day. Their weekly pay roll for 25,000 men would amount to \$150,000, while the sum of our pay roll for the same number of men at \$2.50 per day had been \$375,000 per week, showing in round numbers that the product manufactured abroad (same goods as ours) delivered will be less than half the cost of our own.

We must bear in mind that our ideal manufacturing town's (Groversville's) prosperity was due to protective duties, which practically prevented foreign countries from disturbing their business.

For illustration, as named before, we are going to open it up now and permit products from all countries to come in free of duty. What is the result? Foreign representatives come thick and fast; the retail merchants in our snug and happy city are astounded and delighted with the new quotations and stock up heavily. They advertise extensively, offering goods for half of former prices. Their chief customers, who are the very employees of Groversville's own factories, are elated that a little money goes so far, and do not stop to think as to the manner of pushing each other about in their frenzy to reach the counters first.

While their money lasts they continue to buy, and



because everything is cheap they load themselves down with articles they have no use for.

There is a great buzz and talk among the factory employees and their families about the new order of affairs. They ruthlessly score the robber manufacturers for the robber profits they have been making, virtually declare vengeance, ask for an increase of pay, and threaten to strike, never having business vision sufficient to see or learn that the difference in the cost of the products had been paid to them, and up to the time of their blindly taking labor by the throat and choking the life out of it themselves, they had been the very ones receiving the special benefits.

During all this rash and imprudent happiness and wrath on the one side, yet barely three months old, the manufacturer is walking about with a long drawn and careworn face. For some time his salesmen have been reporting they could get no orders; that their old customers were giving them the laugh and flashing in their faces quotations on foreign goods that it was utterly impossible to meet.

The manufacturer's stock of completed goods continues to accumulate; he looks on with awe; many of his employees have noticed his confusion; they converse in low voice; slyly nudge each other and show in their faces a smothered pleasure at his discomfiture, never for a moment recognizing any feature of their own part in the delusion.

The retail merchants wink at each other when he (the manufacturer) passes on the street, children point at him as he goes along with a sad face, and say: "There goes the old—— Papa and Mamma were talking about." All blind, everyone of them blind as bats, buying foreign goods, chuckling over

the prices and ridiculing the man who had supplied them the money to buy them with, fancying there could be no limit to his ability to continue doing so.

Postively there must be an end to all this, and what is it?

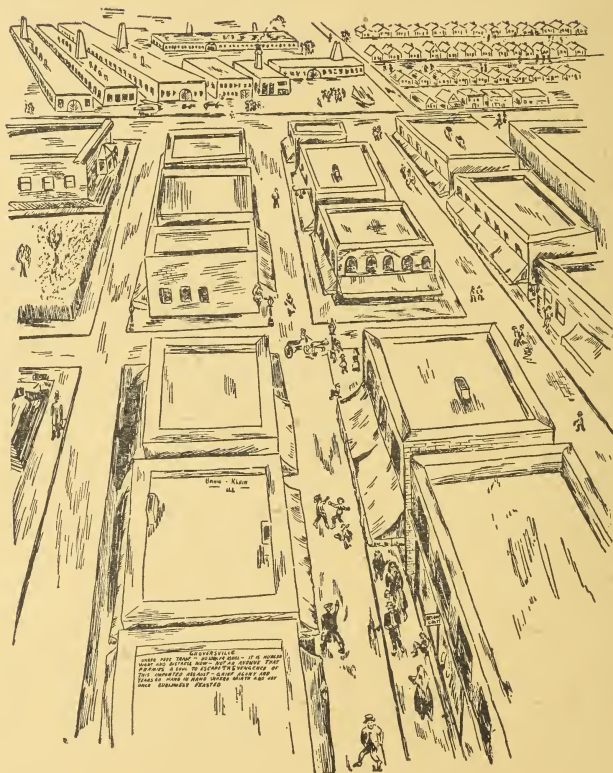
The manufacturer looks at the stock of unsold goods; he calls his salesmen into his private office; they tell him there is no use trying, they cannot get orders, merchants refuse to pay two prices when they can buy the goods for one. He turns to his accountants, they tell him his bank account is overdrawn and that his notes to the bank are falling due. There is but little discussion as to what must be done; one course only can be pursued, which is, to largely reduce his force, or shut down entirely. The whole fifty enterprises are in the same condition. Say that the finances of twenty-five of the concerns are such that they can run one-half time by reducing their force one-half; that is, they can run 250 men half time in place of 500 men full time. The financial condition of the other twenty-five factories is such that they have to shut down at once.

What have we now in our once ideal and happy manufacturing little city of Groversville? We have a panic.

Just what the whole U. S. had in 1893 and it did not come from what had been done, but was caused by a simple promise of what was going to be done.

In the past, when all was running smoothly, and it looked like such conditions would continue indefinitely, there was but little if any anxiety; now it is all anxiety.

Manufacturers hoping against hope had run too long, having had no experience in the conditions



that confronted them they allowed products to accumulate that it was out of the question to market and realize on. Meeting obligations promptly for a term of years had given them unlimited credit at the banks, and failing to anticipate the magnitude of the crisis they were approaching they used their credits in a manner to cause them many regrets later on.

It is rare at best when manufacturers are not large borrowers three quarters of the time. It requires large capital to invest in labor during March, April, May, June, July and August constructing goods for the following Winter's market and it is the same conditions for the next six months for the following Summer's market. Some products can be realized on in thirty days, some ninety and others again require six months and a year to turn them. What an immense sum of money then must a large manufacturer possess to avoid being a heavy borrower most of the time.

Groversville has been no exception to the customs and laws that govern commerce. The manufacturers' paper was falling due at the bank and for the first time in their lives they could not meet it. They were first-class men with all that the term implies and it was their intention to continue to be, but now they were befogged, confounded, bewildered; with not a path or road to follow that promised the slightest relief.

The banks extended their paper thirty, sixty and ninety days only to extend it again when the time rolled around.

The bankers of our once ideal Groversville, keen business men as they must be, were forced unwill-

lingly to recognize the danger ahead and they began to buckle on their life preservers. Business friendship made an unconditional surrender to that inexorable law "Self Preservation."

The banks began to demand payment; they stood in terrible awe of threatened runs; many of the frugal and saving employees had deposited portions of their weekly pay with them for years, and in addition to so many being out of work and needing their money to buy food, which was drained out daily, they were becoming alarmed as to the safety of the banks.

The manufacturer, hard pressed, had but one avenue, which was to force his products on the market, not at prices they ought to bring but at prices they would bring, and with that he could not place enough to meet the paper he had out. The merchants of Groversville did not want them at any price, except to replace an occasional article they had run out of. They were not making purchases of either foreign or home made goods now, and why? Nine-tenths of their trade had been with the employees of the factories, but the days of the latter receiving, combined, \$375,000 each week to put into circulation in their little town, was past.

The few that had work half the time now were receiving \$93,750 all told, every week and this had to be used very judiciously at the market. There was not one penny for luxuries and much that had once been deemed necessities had been thoroughly trimmed down.

By the changed conditions \$281,250 per week had been taken out of circulation, amounting in fifty-two weeks to the modest sum of \$14,625,000, leaving

\$4,875,000 for the 140,000 people to subsist on per year as compared to the former good times when \$19,500,000 represented the handsome total of yearly wages. It is safe to estimate that not more than ten per cent of that sum was laid by, which left over \$17,500,000 absolutely in circulation in our Groversville yearly. What have we since the change, everybody felt so good about at one time? We have 6,500 adults employed about half the time; we have 18,750 adults out of work entirely.

Do you think the manufacturer is the only man wearing a serious countenance now? The merchants, although they do not appear to recognize what hit them, are not winking at each other when he (the manufacturer) passes.

The mirth that was on every street corner and in every conversation up to the time of the changed conditions has taken wings and sailed away.

The Doctor and Lawyer, who once walked up the street arm in arm with cheerful glee, go alone now, and are talking to themselves.

The idle workmen meet in groups around the silent factories that boys have stoned the windows out of and otherwise defaced 'till the old workshops have as worried and dilapidated a look as the men themselves. They discuss their misfortunes and attribute them to all kinds of causes, chiefly blaming their former employers, never discovering that by purchasing foreign goods, which means foreign labor, rather than our own products and their own labor, they brought the disasters on themselves.

It is due to charge too, that primarily the laborer is more to blame for free trade laws that cause them to suffer than any other class. They are always



listening to the demagogue, and following in the paths he marks out for them.

We are all laboring men, but the class I refer to is the factory man and the mechanics. Farmers are laboring men, but a large majority of them know enough to know that when all factory men and mechanics have work, what they raise on the farm finds a swifter market, and sometimes, Mr. Labor, I feel that were it not for the farmer vote our country would go to the d——l and stay there.

Ask the farmers who sold vegetables, chickens, eggs, butter, etc. to the merchants or factory people of Groversville prior to the failure of the manufacturers and some of the merchants and prior to the collapse of a few of the banks. They will tell you that as compared to the ideal times they practically have no market now, and that the people must have been living on dry bread and potatoes, and presumably on restricted quantities of these substantials.

This question could be handled more in detail, Mr. Labor, but would have required more time and possibly would have been at the expense of interest. The principles involved are vital to our country and I have not proceeded so much with a view to accuracy as that the workingman may discover his own true interest, and in the future ignore the demagogue who attempts to mislead him.

I want the physician, the banker, the lawyer, the merchant, the clerk, the blacksmith, the plowman to recognize in the broadest and best sense what it is that puts money in circulation.

You take labor out of a product and you have quite touched zero, and as our labor in manufactured



products and farm products approaches zero, so will our money in circulation approach zero.

It is beyond dispute, should we purchase all the products we use, both farm and manufactured, from foreign countries, those countries would in time have all our money, and when our money was gone the circulation would be zero pure and simple, would it not, Mr. Labor?

I earnestly desire to emphasize the fact that it is just as essential to sell our own labor accumulated in manufactured products as it is to sell our labor accumulated in farm products, and that there can be just as clean an argument made in favor of our buying farm products of foreign countries, which is accumulated labor, as there can be to purchase manufactured goods of foreign countries which is accumulated labor. There are many products to purchase from foreign countries that we do not manufacture or raise, but when we have bought them we have gone far enough, and if we Americans will stop at that point there will always be plenty of money in circulation in the U. S., so long as our Congress increases the volume that works on the markets as an acceptable medium of exchange, call it money or what you may, in ratio to the increase in inhabitants, which they always have done and very likely always will do.

When the physician buys the cloth for his clothes of a foreign country and sends his money to that country, he should not complain if the factory man making cloth in our own country fails to pay his doctor bill.

This sentiment holds good with the minister, the lawyer, the dentist, the school teacher, the college

instructor, the servant girl, the spectacle man and the spectacular man; true home prudence forbids a single exception, and the success of the industries in our country are dependent on such sentiments.

There is as little sense in a factory man belonging in the United States buying a set of knives and forks made by foreign labor, when he could buy a set he made himself, as there would be if a farmer should throw his own wheat in the lake and then go to his neighbor farmer and buy wheat for bread for his own family.

The ideal city of Groversville, that we have used, endeavoring, Mr. Labor, to illustrate that the success of the citizens depended upon an undisturbed exchange of commodities among themselves, is quite an example of what we have experienced all over the United States during the past four years.

*Labor.* Has not the strain our country has undergone since 1893 been the cause, Mr. Phelps, of your thinking out what you have just illustrated to us?

*Mr. Phelps.* Yes, with the prosperity we had prior to that time we had but little occasion to study such questions.

*Labor.* Your thoughts and talk have been very interesting, and I am confident the class feel very grateful to you for your views and illustrations thus far and are anxious for more.

*Mr. Phelps.* I thank you, Mr. Labor, for the kind expressions, and for fear I may overlook one point I will add now:

Should any critic succeed in picking the comparisons and illustrations I have made or may make to pieces; should he be able to establish that foreign countries pay as high wages as our own, and that

the goods he may mention cost as much as ours in the same line do, granting it can be possible to prove all this, then I shall ask him to give us sufficient reasons why we should patronize foreign countries, purchase their products, take our money out of circulation, send it to those countries and starve our own.

If all my country has to sell is labor, why don't we buy our own and keep turning our money over and over here at home, *regardless of any other country?*

Can any critic or any living man conceive of a surer method of reducing the circulation of money in our own country than by sending it to other countries?

I understand, Mr. Labor, that these sentiments are what this school is endeavoring to bring to the attention of the American people, and I firmly believe, had they been thoroughly analyzed ten years ago, we would have been spared the strain our country has suffered the last four years. Of course, we are always in danger of a set-back through over-production, but when the over-production comes, why not let it be all our own?

We virtually had no over-production in 1892. No doubt, the production was equal to the demand; so, too, was the demand equal to the production. Then, what did ail us in 1893? Why was there talk about January 1st, 1893, of President Harrison's administration having to issue bonds, a thing unknown for a long term of years except for the purpose of re-funding our debt at less interest?

Did not the free trade platform for 1892 declare for tariff for revenue only; which all protectionists

charge except for revenue is no better than free trade?

Did not the free trade speakers proclaim from the stump that it practically meant free trade; at least, that it was a step in that direction, a thing they coveted so much? Did they not keep up this talk from the time of the Convention in June until the election in November, especially whenever they had an audience that gave them the slightest evidence such a doctrine would suit?

Did they not dwell upon the fact, particularly when talking to the laboring men, that everything would be cheaper, and try to show that a protective tariff robbed the working man?

Did not their prediction that everything would be cheaper prove true? Hasn't a large proportion of our labor been so cheap that it has brought no price at all?

Did they not, when they cheapened everything, cheapen our people as well? If cheap everything does not mean cheap people, then why can you get so much for your money in China? I overheard this conversation:

A said to B a few days ago that B had never seen the time when a dollar would buy as much as at the present. B told A he was slightly mistaken so far as he was concerned, and continued: As the case with me and thousands of others stands today, I couldn't buy a dollar's worth of stockings, a dollar's worth of neckties, a dollar's worth of collars and cuffs, or a dollar's worth of anything, for the absence of the dollar to make the purchase with shuts me out utterly.

The absence of the dollar has included such a

mass of people during the last four years that this fact should be allowed to solve the question of cheapness in this country for a long time.

If tasting is not believing, then our late lessons in the concrete have been in vain.

I want to ask you, Mr. Labor, had you been ever so extensive an importer, ordinarily bringing millions of dollars worth of foreign products into our country yearly, would you not after June, 1892, with the possibility of a party coming into power under a promise of radical changes in our tariff, leaning toward free trade, would you not have imported in as small quantities as possible and hold your trade in line? Would you not have advised your trade to withhold their orders and not be caught with a heavy stock of foreign goods and thus subject themselves to loss through a promised reduction in tariff duties?

*Labor.* Surely, Mr. Phelps, that is about what I would have done.

*Mr. Phelps.* Yes, Mr. Labor, and that is what the importers did, and there was but little occasion for them to advise their customers to withhold their orders, either. Men who hazard their money in business that custom duties can affect, keep close watch of plain questions such as tariff, whether high, low or no duties at all; hence it is evident that all investors in foreign products were awaiting the result of the election prior to stocking up.

Such being the case, what have we to expect of them after election when the defenders of low duties and free trade had successfully carried all departments of the National Government and there was not a single thing standing in the way of their putting into practice what they had been preaching. Under

such conditions, Mr. Labor, as an importer, you would have brought in only such products as were required to supply the immediate demand.

*Labor.* Certainly, it would have been rash madness to be found with a large stock of either our own or foreign goods on hand and the duty lowered, and you are right, Mr. Phelps, when you claim that in the light of all the facts and prospects importers would not and did not import except just what they were compelled to have to properly protect their trade.

*Mr. Phelps.* Then, Mr. Labor, if importing had been largely deferred awaiting tariff legislation from the new administration, the receipts to the government or revenue from duties on such goods would have largely fallen off, would they not?

*Labor.* Yes, and the shrinkage in revenue would have reached back to the opening of the campaign prior to election, which covered the last nine months of President Harrison's administration.

*Mr. Phelps.* Then it is no wonder that President Harrison's administration at the close came so near having to issue bonds.

*Labor.* Not any wonder; the McKinley bill was ingeniously drafted with a view to first thoroughly protect American labor and then, if possible, provide but a small amount of revenue more than was required to pay interest on the public debt and cover the cost of running the Government, and anything that tended to stop imports very much would very quickly cut off revenue to the extent of embarrassment.

*Mr. Phelps.* Then it is a plain question why the



new administration had to issue bonds shortly after it came into power.

*Labor.* Very true; it is clear enough, Mr. Phelps, that importers would continue to defer contracts of any magnitude until after the promised change in the tariff schedule. During this time the usual expenses of the government had to be met, and if the income from revenues was insufficient in order to preserve the credit of our country the money had to be found in some other way, and the only alternative was for the government to give its note, and one that was backed with a pledge the same as a merchant would hypothecate some securities for money at a bank to pay his debts or to do business with. Your version of the situation is the true one, no matter how scientifically any critic may endeavor to disguise the fact. The new administration found in the treasury just sufficient money left over from President Harrison's administration to preserve the tone of the government's credit, which had been brought to this, the danger point, by the causes you have outlined. There being no surplus left, the new administration had to dip its hands into the vitals of the reserved fund in order to keep the wheels moving, and for the falling off of revenues that had formerly kept the reserved fund not only whole but with a surplus, they were forced to issue bonds.

*Mr. Phelps.* Now, Mr. Labor, there was one other condition that did not only confront, but was on top of us; we were under its very feet and its victims utterly, and this is where we received the blow that knocked us out; the one that stopped the functions of our commercial heart. We have not recovered our breath yet, and it will be a long time after the



adoption of a good measure protecting our own market for the sale of our own labor, before we can take a good long natural breath.

I will ask you now, Mr. Labor, to act the part of a large manufacturer whose pay roll to the working man had for years aggregated \$50,000.00 per week. We will take it for granted that your line was one that could be materially affected by a change in the tariff, with all the conditions that met the importer in June, 1892. What would you, as a manufacturer of large quantities of goods, have done?

*Labor.* Under the circumstances I would have proceeded very cautiously, and if I had but few orders on hand to fill, possibly I would have shut down for a while. To say the least, in the absence of good orders for the future, I should and would have made every possible cut in expenses, and ventures also.

*Mr. Phelps.* Won't you please outline, Mr. Labor, what your process of cutting would have been?

*Labor.* It will require but few words to do that. The gravity of the situation was such that I could not have been justified in anticipating the market for any small amount even, and as labor is the chief cost in all products, there is where my cut would have fallen wholly, even to the extent of cutting out my own salary, and in place of holding to a payroll of \$50,000.00 each week, it would have been reduced to from one to five thousand dollars. It is evident, if the value of goods was to be largely reduced in our markets by foreign manufacturers stocking it up with products that cost them only half for labor that the same goods cost me, I would have to wait and not dare anticipate a market until I could arrange with my workmen to be satisfied

with half the pay they had formerly received or such a reduction as to put me on an even basis with people who, when we accord full justice to our own working classes, have no more right to our market than you, Mr. Phelps, have to take my overcoat and through some hocus-pocus law be protected to the extent of keeping it.

*Mr. Phelps.* Then if your product, Mr. Labor, had been one that had two seasons, one spring and summer and the other fall and winter, you would, manufacturing through the spring and summer for the following winter's market, at the rate of \$50,000.00 pay roll each week, have had to anticipate the market in the sum of over a million dollars invested in labor, and a like amount again manufacturing through the fall and winter for the following spring and summer market.

*Labor.* To a limit, Mr. Phelps, you are correct, but not wholly. During the summer many wholesalers would contract with me for large quantities of goods for the next winter, and during the winter they would give orders for the following summer, thus I would, as a rule, have goods sold in advance in such quantities as to justify me in anticipating the market sufficiently to keep my factories running the whole year.

*Mr. Phelps.* It is very clear then, Mr. Labor, that the usual investors, wholesalers or general distributors of goods, or whatever name you may choose to give them, would be governed by the same motives that influenced the importers. Keen foresight, that experience is always touching up to a hair-splitting edge, would prompt them to forego making contracts for goods six months in advance, as had

been their custom, and they would have held off until the mooted questions were settled one way or the other, ever mindful that should we have a reduction in duties (which had been sacredly promised, and there was not one thing standing in the way of that promise being fulfilled) they might want to place the orders formerly given to you with foreign manufacturers, and especially would they make their plans such as to be free to do so, provided you could not meet the prices of the foreign goods when tariff reduction came. Receiving telegrams and letters daily from your agents on the road that they could not secure orders for future delivery from old customers or make any new patrons, would serve to modify the appetite of the most brilliant and ambitious manufacturer our country could boast. The melancholy pervading everything at that time would have thoroughly admonished you to remain on shore while the danger signals were up, just as all conservative manufacturers did do. I ask you, Mr. Labor, how any producer of goods could have had the courage to push his industry to its accustomed limit when he believed himself that there was a business crisis inevitably near and all the commercial transactions of the day, week or month bore testimony that his convictions were the convictions of a mass of people? Many no doubt felt that they were waiting for something better, but manufacturers with rarely an exception could not be lured into any such belief; they knew what was coming was not only bad but full of hazard. They gathered before the powers at the capitol to point out the dangers, but they were turned down, not from the standpoint that they had for years fed, clothed, housed and schooled millions

of people, but from the standpoint that they had been ruthless robbers of millions; as if the astronomer should know nothing about astronomy, the geologist nothing about geology, the physician nothing about medicine, the dentist nothing about dentistry, the watchmaker nothing about a watch, the farmer nothing about farming, so the manufacturers knew not a thing about their own business, as to what would save it or kill it, in the eyes of those in authority. Experience and practice, no matter for how long a term of years, was charged to selfishness and was compelled to and did give way to theory and destruction.

*Labor.* You have made a strictly logical statement of the situation, Mr. Phelps, and, as I said at the outset, I should not have entertained a single thought of anticipating the market, and should beyond any doubt have reduced my expenses to \$5,000 per week if not less, or shut down entirely.

*Mr. Phelps.* To have reduced your expenses to \$5,000 per week would have forced you to discontinue the services of a multitude of people?

*Labor.* Yes, enough to fill two large churches, and their families would fill eight more.

*Mr. Phelps.* By making such a reduction, Mr. Labor, you would keep from them \$45,000 per week, the sum they had formerly, which provided them their means of living?

*Labor.* This is true, and this carries us back to your ideal manufacturing city of Groversville. Your illustration there made vivid just what happened to our country in 1892 and 1893.

*Mr. Phelps.* You have, Mr. Labor, with just one stroke and only one factory, taken \$45,000 out of

circulation each week, amounting for the whole year to \$2,340,000. Only one factory, mind you, did this, when, if you will ask any man who traveled to any extent in the United States during 1893 and 1894 he will tell you what a multitude of factories were empty and silent in those years; from the small ones to the large ones, with the glass in the windows stoned out, just as I pictured, Mr. Labor, in our once ideal city of Groversville, and most of those that continued to run were doing so with half force on half time or less.

If one large factory cuts its force to the point of practically closing, reducing the circulation of money in the United States \$2,000,000 and over yearly, what will 100 factories large and small, virtually shut down, do? How much will 500 closed, or at best operated with a small force, reduce it? And in a like manner how many millions of dollars will 1,000 idle factories take out of circulation in the United States yearly, as compared to their running full force, full pay, full time, which they were doing prior to the fall of 1892?

Gold men with free trade proclivities told us in the fall of 1893 that a repeal of the Sherman bill would give relief and good times again. Men in favor of protective duties for our labor told them it would not make an iota of difference, but that if the President would issue a message that he would veto any bills affecting the tariff that Congress could pass, business would revive at once.

The Sherman silver purchasing bill was repealed, and it did not lessen the strain with the idle a particle. A free silver man told me to-day (May 25, 1897) that the repeal of the Sherman bill reducing the

purchase of silver is what took the money out of circulation and caused the hard times.

Think of it, Mr. Labor, the Sherman bill purchased in round numbers \$50,000,000 worth of silver bullion each year. The reduction in twenty-five factories such as you represented amounts to more than that. One hundred such closed factories will amount to five times the sum the repeal of the Sherman bill took out of circulation. and 1,000 factories closed, take them as they averaged, or running with reduced force on one-fourth or one-half time, would take thirty to fifty times the money out of circulation that the repeal of the Sherman bill did. The sum of money that would represent the amount that labor lost by working one-half or one-fourth or partial time, as compared to what it received for full time prior to the fall of 1892 added to a sum that would represent what labor has lost through idleness since the fall of 1892 as compared to the steady work prior, would aggregate money enough to have continued the purchase monthly of all the silver bullion that the Sherman bill required the Government to take, and labor would have had enough over to have made millions of mortals happy, who for the past four years have been total strangers to a thing that had a single finger pointing in the direction of contentment.

The combined labor of the United States employed, as it had been up to the summer of 1892, could have purchased the four and a half millions of silver monthly, the amount named in the Sherman bill, and dumped it into the middle of the ocean and never found out it had been hit. It would have been like an infant striking a giant.

What is silver bullion, Mr. Labor?



*Labor.* Silver bullion represents labor the same as wheat or anything else. If not, why do silver mine owners claim that they cannot afford to work their mines at present prices for the bullion? If they pay their help more to produce an ounce of silver bullion than they can sell it for they lose money, and what on? On the labor, of course, the same as the farmer does on a bushel of wheat if he cannot sell it for as much as it costs him to raise it. Our government, Mr. Phelps, buys flour, which literally is the farmers' wheat, for the army and navy, and when they pay for it it puts money into circulation, but it aims not to buy any more than the army needs.

*Mr. Phelps.* Yes, Mr. Labor, and during the late war the government purchased immense quantities of flour, oats, etc., but when the army was disbanded after the close of the war its purchases were so largely reduced that practically it demonetized flour and oats. I have often wondered since the silver agitation why the farmers did not kick at the time and make a national issue of the demonetization of grain by the government.

*Labor.* You must keep in mind, Mr. Phelps, that the silver men claim that the purchase of \$50,000,000 worth of silver each year by our government put that much more absolute money in circulation yearly.

*Mr. Phelps.* It looks to me, Mr. Labor, like it put that many more tons of silver in the government vaults each year. If the silver men could show me that the people carried the silver and used it I could take a more charitable view of their claims.

*Labor.* Yes, Mr. Phelps, but the government is-



sued silver certificates that the people did carry, and held the silver to redeem the certificates.

*Mr. Phelps.* I understand that, Mr. Labor, and I understand, too, that if silver was the only thing behind the silver certificates to-day it would be worth less than one-half its face value. It looks to me too much like putting a small boy in front of me to pick a fuss with someone full grown, when I know the boy hasn't stuff enough in him to make the fight. I might be able to get boys enough together to even the contest up, but I don't believe all the law creators on earth could put stuff enough in that one boy, so that he could have an even show with a man who had by nature more than twice the boy's power. And in my opinion we are losing time when we try to make ourselves believe that by some hocus-pocus national law, as you call it, we can change any of nature's laws.

*Labor.* Won't free silver men, Mr. Phelps, charge you with carrying this question too high when you attempt to bring nature into it?

*Mr. Phelps.* How can they keep nature out of the qualities of our minerals any more than they can out of the various qualities of grass, flowers, timber and men? When they undertake to tell me that they can, by national legislation, send the sweet fragrance of a choice rose into some noxious weed I shall not believe them. There has always been, and always will be, an exchange between gold and iron, but the fluctuating changes of ratio of value by weights between the two metals in the past would make something of a monkey of any man who would recommend laws regulating and establishing any given

ratio of exchange by weights between the two metals for the future.

In this is there not something of a lesson, Mr. Labor, to free silver men when they charge that gold has gone up? How has it been with iron? Has gold gone up, or has iron gone down?

How about diamonds and glass? Can any fixed exchange by law that will hold be established between the two, or between either or any precious stones ranging between glass and diamonds? No, not even though diamonds became as plenty as glass, for then, on account of the utility of glass, it would be the more valuable. The same holds good with gold and iron. Should gold be found in the same abundance as iron its special value would depart at once, the same as the special value of silver is departing, and all the law below, and all the law in Heaven above could not stay its departure. No doubt, Mr. Labor, we could, if forced to, get along without gold, but what would we do without iron? As well, too, could we live without diamonds, but what would our discomforts be in the total absence of glass?

Let the free silver advocates strike at nature if they so choose, Mr. Labor, but if they do, and avoid any and all harm to themselves, you and I will be just as safe as they. I cannot believe in their theory; with all their efforts they have not proven one thing to me except that I must distrust their motives.

Their claim to all wisdom is only equalled by the claims of the free trader. All who disagree with either of them are fools or dishonest. The free trade we have tried for nearly four years; the free silver I hope we shall never be compelled to try, and now, to all free silver men who claim that there was a feature

in the \$50,000,000 of silver purchased yearly by our government up to nearly the last of 1894, that should not be associated with labor because it became money, I will add, just to gratify them, another \$50,000,000 for silver and help them make a pet of it, and then claim that the \$100,000,000 taken out of circulation by the repeal of the Sherman bill, had days' works remained what they were prior to 1893, could have been replaced, every dollar of it, by labor and proved absolutely no burden whatever.

Then, Mr. Labor, if silverbullion represented labor and somewhere near its full value had been paid to labor, all the repeal of the Sherman silver bill could take from labor was, in round numbers, some \$50,000,000 each year, while just from a promise only of a change in the tariff duties leaning towards free trade, at least in a sense ignoring the protection to labor features, factories enough closed during the last of 1892 and first of 1893, so that labor was receiving \$30,000,000 a week less in the fall of 1893 than it did in the fall of 1892. Thus, while the repeal of the Sherman bill took from labor \$50,000,000 a year, the tariff legislation was keeping out of labor's pockets \$125,000,000 each month. Then give labor that \$125,000,000 and how easy it would be to pay the \$4,500,000 each month for silver, even though the silver were thrown away.

To satisfy and fully answer the charge that \$50,000,000 of absolute money was taken out of circulation we see that labor could have taken on this extra \$50,000,000 and not experienced any distress.

No, it was not the repeal of the Sherman bill, nor our system of finance in any sense, that caused the hard times and suffering our country has experienced

since the national election of 1892. It is ninety-nine one-hundredths of it due to our unsold labor. Failing to sell our labor in manufactured products has identically the same effect with our people as comes to us when the farmer's product cannot be sold, and the farmer's best market is that of the United States, everything considered, by twenty to one when we keep what is justly our own, which means to protect our own markets for the benefit of our own people, and this means keeping from \$300,000,000 to \$500,000,000 at home yearly more than was kept by the Wilson bill. The farmers are plowing and seeding to-day to feed the masses that are manufacturing. If those masses are idle how can the farmer feed them? He surely cannot afford to give his products away? If our goods are manufactured in foreign countries our farmers cannot hope to feed the people doing the work; they have farmers of their own to feed them. Our farmers may sell them a little wheat and some meat when they cannot get it elsewhere, and that is the only time he can sell them, and all he can sell them, and when people shout—what an immense quantity of wheat and provisions we ship abroad, let them compare it to the amount we use at home, especially when all our labor is employed and the purchasing ability of the masses is what it can and should be. Our Groversville illustration, Mr. Labor, covers the whole situation, and although some may charge that it was too much in the extreme, it thoroughly demonstrates to any unprejudiced mind that if we could have sold all our labor since 1892 there would have been plenty of money in circulation and times would have been good.

That illustration differed from what happened to

the country by our Ideal City having absolute free trade; while there was no bill before Congress that promised that much, there was a long season of doubt from the time of the election in November, 1892, until any bill at all was presented, and as to what the bill (which was sure to come) would provide for.

And that uncertainty, Mr. Labor, did just what you outlined as a supposed manufacturer. Jobbers or wholesalers would not give orders in advance as had been their custom. They could not afford to be caught with a large stock of goods on hand with the duties lowered. No matter how much money the manufacturer might have he would not take the chances and be caught, and if it had been his custom to borrow in order to carry his labor from two to six months the banks would have refused him the money except he could show contracts ahead for goods. No matter how faithfully he had always met his obligations, or how trustworthy he might be, they would decline and kindly advise him to use extreme caution. The result was manufacturers shut down or worked a small force on one-fourth or one-half time as the case might be, and in proportion as the laboring man's income was reduced, the amount of money in circulation was reduced. The scythe at work seemed to have edges top and bottom and on both sides; it was cutting commercially in every direction as never before, and those who have been so fortunate as to escape contact with its keen blades have the same occasion as the soldier whom the bullets in battle have missed, to bend the knee in prayer to Him who alone can be just, and render thanks for having been spared, and ask for that

guidance and wisdom in extending relief, consolation and good cheer to the suffering that Providence in his kind indulgence to them has indicated they owe; Charity ever—Malice never. We know not yet what the lesson has been for; possibly to settle one feature of the rights of labor, and teach this, the greatest people the sun has yet shone on, what labor truly is, what constitutes labor, what it must always be, and from whence it comes, when a product is offered for sale to the citizens of our own country.

I firmly believe, Mr. Labor, that the United States of America is our Redeemer's example country. That in His gracious benevolence to all mankind He is, so far as it is possible to make His never-erring hand felt, shaping the patterns here for the governments of the balance of the earth. It is this grand country of ours that is alone to-day offering universal education and universal opportunity without stint to all. Other countries are already imitating, and with their stale methods and slow processes of unfolding they will naturally remain in a state of imitation for a long term of years. Each new generation, however, will advance a step until in time a native in any land can find a small percentage of freedom and liberty without going away from his own loved home and flag, and he can give the United States of America credit for having blazed the way.

*Labor.* I feel now, Mr. Phelps, by the the illustration of your example city of Groversville, together with what the importers and manufacturers absolutely did in 1892 and 1893, we have shown to any unbiased mind why President Harrison's administration at the last came so near having to issue bonds, and what has taken money out of circulation and







caused the terrible strain our country has been the victim of for so long a time.

*Mr. Phelps.* True, Mr. Labor, but I want to ask now why, after the Wilson bill passed with its reduction in tax on foreign goods, so little importing was done?

*Labor.* It all seems plain enough; you know very well Mr. Phelps, that we had then in full measure the application of a former question from you, which was: "What would you have to buy foreign goods or any products with when you failed to sell your labor, which was all you had to sell and your only possible source of obtaining money?"

The laboring masses in manufacturing industries after being thrown out of employment soon lived up what they had saved and in a measure became dependent, living by doing odd jobs, which was a very poor substitute, on account of there not being enough to go round.

*Mr. Phelps.* Very true, Mr. Labor. I have in mind an absolute illustration: a middle aged man, with whom I fell into conversation on a New York ferry boat in the summer of 1896, said that the week before he earned three dollars shoveling coal, and the present week he earned \$1.50, and he did not know when he would find anything more to do. Said he was a moulder by trade and for years up to 1893 had found steady employment at from \$15.00 to \$18.00 per week. Now, if we allow him for shoveling coal, or any odd jobs he could find, three dollars each week, which is liberal, we find this one man has unavoidably reduced the circulation of money from \$12.00 to \$15.00 extra weekly. When it becomes separated, each dollar may in the next thirty days

pass through 100 different hands. While we have now a thoroughly realizing sense of what the absence of this money does to us all, we are at sea when we attempt to discover in an imaginary way even the amount of good from it when in hand. Suppose he buys a coat with it, and the profits go to a servant girl working for the man of whom he bought the coat, who passes her share on and on, the balance goes back to the factory to pay some man for making some other man a coat to take the place of the one just sold. The coat maker sends it ahead again as soon as the money falls in his hands, provided the coat is made in our own country, and thus the man of toil, when he can get hold of the money, starts it traveling. This case is but one of hundreds of thousands; three dollars per week instead of from ten to twenty each for the multitude to spend, which had been the case for so long a term prior to the Wilson bill becoming a law, was pointer enough to the importer to convince him that the purchasing ability of the people had reached that state that if he brought foreign goods into the country in any extended quantities he would have to keep them, and the picture of riches the importer had permitted to form in his mind's eye vanished, and for the need of revenue on account of products not coming in and paying duty, our Government continued to issue bonds.

The country had been under such a terrible strain from November, 1892, up to the time the Wilson bill became a law, that the masses had become so thoroughly reduced and shattered in purchasing ability that there was no call for goods. Merchants were marking down, selling out and living up the re-

ceipts. Formerly they had subsisted on the profits and as a rule had some profits over and above the demand for their living and business expenses, and there have been thousands of instances where the department stores had their eagle eye on the lesser fellow, watching to pick his outfit up at bankrupt rates and then advertise the goods at prices that the importers did not want to fly in the face of; besides everybody who had means recognizing the uncertainties in all directions, lived on lines severely prudent and economical as compared to what they had done.

*Labor.* Quite right; the want, Mr. Phelps, of people to take the goods on hand at practically their own prices admonished the importers not to bring more, and their declining to do so left the Government without sufficient revenue to meet all its expenses, and the stagnation became general, reaching into our industries that would appear to be wholly independent of tariff duties.

It seems clear, Mr. Phelps, from the experiences since the Fall of 1892 that we have little if anything in this country commercially that is independent of protective duties. A half a million workmen and their families in industries that do not require any protection are dependent for full success on the trade of the other half a million workmen and their families in industries that a tariff can affect. You destroy the one and you make a very great cripple of the other; and here again is where the workingman is very deeply interested. How plain it is that when the lines that a tariff does affect are ruined, the labor thrown out of work in those lines will make an earnest rush for employment in the industries that have

been looked upon as exempt. Even the farmer is interested; he may vote in a manner to force a thousand workman, who, with their families are good customers of his, to become farmers, and thus competitors.

There can be but little, if any, business prudence or sagacity in following in lines that do not only invite but force your best customers to become your competitors, and when laboring men study this sentiment and act clearly as they should in a common-sense and conservative way, our whole country will be wonderfully benefited.

*Mr. Phelps.* That is very clear, Mr. Labor, when working people in one line are buying goods that labor in another line is producing, they are clearly the former workmen's customers, and the workingman through his natural and cultivated desire to do something to hit his employer, as a rule loses sight of this particular interest of his own. Any customer who buys of any employer of labor is the customer of every man working for such employer, no matter who the customer himself may be working for.



## LESSON VIII.

*Labor.* I would like now to take up some industry that is supposed not to need any protection—not that it shall positively be an industry that is not protected—but one that foreign countries have not thus far to any great extent attempted to disturb by bringing in a like product.

(Several answer by rising.)

Labor, recognizing the person first to his feet, asked what line he represented and his name.

My name, Mr. Labor, is Welch, and I am a cabinet maker by trade; what is better understood as a worker in the construction of furniture.

*Labor.* I think, Mr. Welch, that will be a good line to take up, especially household furniture, although it is a protected product.

*Mr. Welch.* My work, covering a long term of years, has chiefly been the making of household furniture.

*Labor.* Presuming that you are familiar with all the features from first to last of the manufacture of that product, will you kindly outline to the class in as brief a manner as clearness will permit, what portion of the furniture completed belongs to labor?

*Mr. Welch.* After recognizing the hand of Kind Providence in growing the tree, then the balance is all labor. Gladstone is the only man I have read of who chops trees for his health. Others may have done so, but if they have and there is any record made of it, it has escaped my observation. In any sense, we are safe in claiming there has been no

chopping to better the health done for the manufacture of furniture. Hence we will start with the chopping and urge that the first stroke of the axe in felling the tree is where the work begins. The next step is to saw it into logs of the desired length. This is the first process in securing the material for furniture, and the logs as they remain where the tree was felled represent labor performed, through which one class of toilers have found their support.

The next step is hauling them to the railroads or mills, which means food and clothes for other workmen. And at the mills the transformation of the logs into lumber supplies maintenance for still another set of men. Disposing of the lumber at the mills, loading it on cars or otherwise, means further compensation to labor. Labor is instrumental whether by water or rail when transported to its destination, where the brawny hands of toil wait to receive it and pass it to the planing machines to be dressed.

*Labor.* By your showing, Mr. Welch, we discover that from the tree to the planing machines the material has passed through the hands of six distinct sets of laborers.

*Mr. Welch.* That is true provided the same men who unload it at the factory pass it to the planers to be dressed.

*Labor.* Does all lumber, Mr. Welch, go from the saw mill direct to the factories?

*Mr. Welch.* Not by any means; I was speaking of the minimum number of times the material would be handled with reference to its being manufactured into furniture, and what I have said relates to hardwood lumber. It might not be handled so many



times where the logs are shipped direct to the factory and sawed into lumber there, and again, if it were shipped to Chicago or some other port by water and transferred to cars or stored in large lumber yards, it would be handled several times in addition to what we have named.

*Labor.* Lumber, Mr. Welch, up to the point you have brought it, has in the past been termed raw material, has it not?

*Mr. Welch.* Yes, and how laughable when we consider the multitude of people who have been maintained and fully provided for through the transformation of trees in the woods to lumber in the yards.

(Labor's attention was attracted by a gentleman rising in the class, who begged pardon for intruding and asked why it would not be wise to further consider at that time the multitude of people engaged in chopping, logging and sawing lumber, covering the whole lumber industry.)

*Labor.* Are you in the lumber business, and your name, please?

My name is Haskell, and I am what is called a lumber workman from the State of Michigan, at least, I have been in the employ of a strong lumber firm since I was a young man, some 23 years all told.

*Labor.* I think your suggestion a good one, Mr. Haskell, provided Mr. Welch will give way to you for the present.

*Mr. Welch.* I shall be delighted to listen to the gentleman, for he may give some information that will aid me, or at least confirm much that I may have to say.

*Labor.* You may proceed, Mr. Haskell. I take it for granted the class will be pleased to hear from

you; everything from the standpoint of experience is in line with our task; it is from contact that we grow and know.

*Mr. Haskell.* Mr. Welch has turned the tree into lumber and as you add, Mr. Labor, has shown that from the tree to the lumber the commodity has passed through the hands of six different sets of men, or more. What Mr. Welch did not show and what I look upon as very important to include at this time is the aggregate number of people these six gangs of men represent. It was stated by lumber men before the Ways and Means Committee of the present Congress that 600,000 people are doing just what Mr. Welch has outlined, and you know, Mr. Labor, that all this number are adult men. These 600,000 only cover the work from the tree to the lumber in the rough and do not go beyond that, not even into the usual distributing yards or the transportation to the yards. And it is not my purpose to take up the great army of men who manipulate this lumber and construct it into every conceivable thing, and doing it from the standpoint that it is raw material because it happens to be their starting point. How natural for the mechanic when he picks up a board to construct some device to give no thought to the number of hands that board has passed through from the tree down to him. What we desire to impress upon the mechanic's mind and the mind of every living American is that there are 600,000 men in the United States engaged in the industry of preparing lumber for the unaccountable number of other laborers and mechanics our country can boast of in this line.

*Labor.* Did the Wilson bill, by putting lumber on

the free list, have any influence on the 600,000 people you have referred to, Mr. Haskell?

*Mr. Haskell.* I have spoken in the sense that our former good times had continued with us, but in answer to your question, Mr. Labor, I must say that the Wilson bill did affect the 600,000 laborers, and the best evidence I can give you of it is the mill production of Minneapolis, which is undoubtedly the largest lumber market in the world, which for 1892 was 489,000,000 feet; 1893, 413,000,000 feet; 1894, 491,000,000 feet; in 1895, 478,000,000 feet; 1896, it fell to 300,000,000, and it is claimed that this decrease in Minneapolis for 1896 covers the ratio of decrease all over the United States, the total output of which should represent some 35,000,000,000 feet. Lumbermen before the Ways and Means Committee claimed that there had been a reduction of 40 per cent. in the number employed in both woods and mills, and that there had also been a cut of 20 per cent. and over in wages.

One large lumber man said his firm had not made a cent in two years, and cited that our government had lost \$1,500,000 in revenue per year and offered a much greater inducement for imported lumber. These conditions, Mr. Labor, were the result of the Wilson bill, permitting Canadian lumbermen to put their product into our market free of duty, and under like conditions what may we lumber workers look for in 1897 and 1898, through an increased falling off if we fail to get a tax on imported lumber? The mill capacity in Canada is being greatly increased, hoping for a continuance of freedom to our markets. Many who were once lumbermen on this side of the line and in favor of protective duties on lumber, are

crossing into Canada with their capital and have become free traders on that product. Wages in Canada in woods and mills are from \$8 to \$18 per month while here they are \$14 to \$24 per month and board. In 1892 for the same work in the United States wages, board included, were \$26 to \$40 per month. I believe that the break in wages after 1892 was due to the promise of free lumber and a general reduction in duties on all lines. Scaling down wages for 600,000 persons ten dollars per month took six million per month, or \$72,000,000 per year out of circulation. Add to that 40 per cent., or 240,000 people thrown out of employment, which would double the amount, and what have we? We have the object lesson that there was so much discussion about in 1892. I tell you, Mr. Labor, that object lesson has been a pulverizer. If labor in lumber from the stump to the yards of the United States had been held to what it was in 1892 it could have taken the amount of silver the Sherman bill named and had money galore left for food and comforts it has gone without.

Labor noticed that Mr. Grover and Prof. Gillette and a few others in the class appeared uneasy in their seat and expressed annoyance. Hence, with a view to the most cordial relations all around, he endeavored to tone Mr. Haskell down, and asked him if the admitting of lumber was not largely influenced by a disposition to preserve our forests.

*Mr. Haskell.* That plea, Mr. Labor, has been proven to be not clear to the core, and the rankest kind of rot. What has been the loss to our country by decay and fire in our forests in the last two years, to say nothing about the damage to young timber by the

old falling on it and breaking it down, and what food for fire the old trees prove to be? The only thing you could add would be to pour on oil, and it would be but little surprise to me if some of our free traders became so patriotic that they would eventually recommend that the general government make an appropriation to buy oil for that use.

No, Mr. Labor, the whole thing as offered by free traders is a delusion; it is a device to snare us laborers and the farmers and injure every living person except themselves. Can the farmer hope to sell his wheat, oats or hay to feed the Canadian outfit for lumbering? If hundreds of thousands and myself are driven to Canada to follow in our old lines, won't we live on and use Canadian products of all kinds? Many of us, no doubt, preferring to remain with the Stars and Stripes rather than accept Canadian wages, would turn to agricultural pursuits, and instead of remaining the farmer's patron we would become his competitor.

When the lumbering is done in Canada, firms in the business will not come to the United States to buy the farmer's horses, neither will they come here to purchase log and lumber wagons and sleighs, harness, tools, machinery and all the paraphernalia the laboring man in those products manufactures for such industries. Why does the merchant, the lawyer, the doctor, the blacksmith and every known interest on this side of the line want Canada to sell her labor in our market and take our money away with her? This method does not only take our money out of circulation here in the United States, but we absolutely kiss it good-bye.

I am, Mr. Labor, feeling the present condition

keenly; free lumber that the Wilson bill provided has prevented me from selling all my days works. I haven't sold enough of them to bear the actual necessary living expenses of my family. In 1892 I had finished paying for my little home and we had some money over, and I can assure you we were quite happy. Now, how different; failing to sell all my labor, all I have except my home, I have had to use up the little surplus money I had left over in 1892 to make up for the deficiency in income. My credit has been and is good yet, although I am a little in debt at the present and I feel somewhat anxious, for if I fail to find some one to whom I can sell the days works that are in me, I shall very soon be compelled to put a mortgage on my home or sell it to buy bread and such things as my family stand in need of, the same as hundreds of my craft have already done with their homes.

Many of my friends, good industrious men who have not met with success in selling all their days works, and had sickness in their families and not so well prepared to meet the blight that we have been subjects of, I have helped to small sums from time to time which, added to my unsold labor, has undoubtedly made the strain upon me slightly more severe than it would have been. I may have been unjust to my own family in thus giving but, if I was, my wife was fully as much at fault. It is impossible for her to keep from her neighbors when they are hungry or some of them are ill and need a little money to have the doctor's prescription filled. I discovered she was giving an old coat, pair of trousers or vest occasionally to some needy acquaintance. I did not like to ask her not to continue it,



but I mustered up courage and did. I am wearing them myself now, and where they only fitted me once before they fit me twice this time.

Laboring people are always kind to each other and helping where need is known among themselves; it is a part of their religion, and the public have but a slight conception of the amount of this kind of dividing that has been done in the past few years. Surely, Mr. Labor, I could not see my way clear to be the single exception to a custom so old and so worthy. I believe, too, that the most pleasant feature in life is to give. A person can become so accustomed to receiving that he grows chill and cold, but the one giving always appears to grow warmer and broader.

I can, Mr. Labor, conceive in a measure how a good man with an intense love for his wife and children can become a thief to save them from hunger. I can conceive how a good man may get the reputation of being dishonest when he refuses to pay a just debt because the money he has in hand will provide but a part of the dire necessities his family stands in need of.

I can conceive how a good man can be branded as a liar when, after exhausting the truth without success, he resorts to falsehood to relieve distress at his home. I can conceive how a person with good intentions can become a confidence man or a forger to keep a calamity from overtaking a fond mother or sister, but I cannot conceive how an educated official whose requirements are all thoroughly provided for can persist in advocating measures that all facts, figures and experience have proven disastrous to the full measure of agony and despair to the

people of our whole country, hoping thus through technicalities, misrepresentations and unjust manipulation to advance the interest of a party he would give the world to lead. No such man in all history up to date has found any permanent success in store for him; ultimately he falls, and the collision at the stopping point breaks every bone in his body.

The claim, Mr. Labor, that protective duties on lumber are for the sole benefit of the firms in that business, is a great injustice to me and my co-workers who make up the 600,000 people who want employment in that industry. There are some 20,000 lumber firms in the United States, large and small. What kind of an example in Algebra does it make?—20,000 to 600,000? Five persons in a family mean 100,000 of the first and 3,000,000 people of the second, and as 100,000 is to three million, so is our relative benefits from protection, or losses from free trade. The lumbermen before the Ways and Means Committee reported 40 per cent. in reduction of men employed on account of the Wilson bill, which means 240,000 people out of work, and, including their families 1,200,000 people, which to the latter very soon means all gone. Suppose in the meantime the firms were worth one million each and they have shrunk half of it, aren't they better off with their half million left to each of them, counting the whole 100,000, than the 1,200,000 are who haven't anything left? What idiots we laboring men are when we listen to free traders, or allow them for one moment to tell us that our employers are our enemies and that they are the only ones benefited.

Every man who buys lumber of the people I work for is a customer of mine, and every other man

working for the same firm, including book-keepers, superintendents and all. How long can any of us expect work if there are no customers, and if people can buy cheaper in Canada we will soon have no customers at our mills, a part of which we have already had a taste of through the instrumentality of that great and glorious Wilson bill which was going to give everybody wings. We didn't get wings, but we did get crutches, and lots of people who have been jabbing about on them for the last three years are too dull yet to find out when they were hit or what it was that hit them.

All thanks to Mr. Phelps for Groversville, his ideal manufacturing city. The needle was never truer to the pole than that illustration is to the case in hand, and a laboring man or farmer or business man that can't see it would be too dull to recognize that he had been robbed after masked bandits had held him up and taken all he had. We would have had Groversville in full measure if Canada had paid only half the wages the United States does, as is the case with many other foreign countries. Our wages are some 30 per cent. higher than Canada, while they are over 100 per cent. greater than most other countries.

Senator Vest and others are claiming today in the United States Senate that our exports have increased under the Wilson bill. Now, Mr. Labor, how will we get people to study this question, for it is largely a misrepresentation and can be shown by figures this instant. Books full of figures are not read, but to illustrate what I mean I will use a few figures copied from the Chicago Inter Ocean of June 7th.

"Sole leather exported in 1896, \$7,474,021 in value, being an increase of 16 per cent. over 1894, while

the number of pounds actually decreased a full million, being 41,818,503 in 1896 against 42,877,497 in 1894." So you see the sole leather, *less of it*, brought more money because the price was higher in 1896.

"The value of illuminating oil exported in 1894 was \$30,675,217 and in 1896 \$48,630,920, being an increase of 60 per cent. in money received by manufacturers of the United States for illuminating oil, showing \$18,000,000 increase. The number of gallons exported in 1894 was 730,368,626, while in 1896 the number of gallons was 716,455,565. Here is an increase of 60 per cent. in the number of dollars received for a single article while the quantity was actually reduced."

The Inter Ocean continues:

"The gentlemen who are insisting that the low tariff has caused an increase in exportations of manufactured articles do not seem to have looked further than the past two years to see whether there has been a corresponding increase in exportation of manufactures under protection. Had they done so they would have found some figures which would have spoiled their theories. For instance, Senator Vest, who recently called special attention to the increase in the exportation of manufactures of iron and steel, would perhaps be astonished to find that the exportation of bar iron increased from 1892 to 1894 under the McKinley law 134 per cent, while from 1894 to 1896 under the Wilson law it increased only 18 per cent. The exportation of iron plates and sheets increased from 1892 to 1894 under the McKinley law 972 per cent, and from 1894 to 1896 under the Wilson law fell off 78 per cent. The increase of

the exportation of steel plates and sheets increased from 1892 to 1894 under the McKinley law 470 per cent., and from 1894 to 1896 only 38 per cent. The exportation of steel rails and bars increased from 1892 to 1894 96 per cent., while the increase from 1894 to 1896 was but 44 per cent. The exportation of wire increased from 1892 to 1894 71 per cent., and from 1894 to 1896 only 58 per cent.

\* \* \*

"The above figures relate to pounds, not values. The figures relating to many other articles of exports are equally interesting."

You will pardon me, Mr. Labor, for introducing these figures copied from the Chicago Inter Ocean of June 7th, 1897, as stated before. I recognize that the general public do not follow very closely where dry figures abound. It is only the exceptional investigator who wades through them carefully. If all laboring men, which includes the farmer, will investigate thoroughly all the historic figures of the past and present relating to protection vs. free trade there will never be another free trade Congress, President or Senate in the United States, or one for tariff for revenue either; they will be what they should—tariff for protecting the American working man to the extent that the days works which are in him shall have first privileges in our own, the best, greatest and highest priced market that old Sol warms and lights.

I want, Mr. Labor, to add one other feature that means more than we are likely in a passing thought to give full credit to, or charge it with; which is that the Canadian lumberman gives up eleven hours of toil daily, while here in the United States we sell

to the lumberman a day of ten hours and get more money for it.

In this there is a principle involved that goes deep into the soul of any man who cares to be *fair* or *merciful*. If I were in a vise and a man came along and gave it a closer turn I should look upon him as a free trader, while if he, on the contrary, gave it a turn that loosened it up I would pronounce him a protectionist.

When U. S. Senators and others are claiming that our exports have increased and urge that it is on account of less duties on foreign goods, which bring about a more liberal exchange of products with other countries, just ask those same croakers to advise us as to the amount our own market has suffered in consumption of home products to make the gain they find so much delight in shouting at us. If they will, twenty to one against us will not represent the loss in full, that is for every \$1 gained more than \$20 will have been lost, and how? By us workingmen failing to sell our own labor, and, as has already been said and should continue to be said until everybody is singing it, that when we fail to sell our labor we cease to be buyers of products of any kind, either home or foreign.

Our lumbermen cited to the Ways and Means Committee that Canada sends her best lumber to England and other foreign countries and makes the U. S. the dumping ground for all her inferior and cheap grades and our best grades here have to suffer from this competition, while the standing timber that will make that poorer grade of lumber in this country on account of free lumber is left to bleach



and rot and fall on and destroy good young timber, kill cattle etc.

One lumberman claimed that our mountains would provide an ample supply of lumber for all time. What foreign countries were doing to preserve their forests nature had done for us, noting that farming could not go above a certain altitude, and above that the timber would always grow and in sufficient quantities to meet lasting demands.

The conditions in the Southern States were especially referred to where they are girdling the trees and letting them die and burning over large areas of country, clearing it up for farming purposes; the claim is made that under protective duties our market would absorb this timber if it were converted into lumber.

Just think of this one end of the situation; we have the days work for sale to make this transformation, but we must take care of Canada, make a market for their lumber and let them take our money out of our country and carry it home with them to develop their own, forgetting that the sunny south needs every possible spare dollar to swell her development and growth. The majority of the Northern lumber workmen that would go South would remain there and become the best kind of citizens. The South is struggling desperately of late for immigration; here are good lines for them to work on. The Southern people are the last ones to-day who have any interest in our money being sent out of our own country to stay out. They belong in the protective ranks; some have come already and others will follow fast. The first law of nature, "self preservation," will drive them over.

Now, Mr. Labor, while we have considered the forty per cent. of workmen thrown out of employment in the last few years, we have not taken into account the new young manhood and womanhood that have developed in that time who are loaded down with days works to sell.

Would we remain within bounds, could we get back and find sale for that forty per cent. of labor thrown out, to claim that we had in addition forty per cent. of new labor to sell? I am firm in the belief that had we kept our own market, as it was our duty to do, and kept our money in our own country, there would be oceans of money in circulation to-day and the forty per cent. old, together with the forty per cent. new, would all be selling their labor for spot cash, and the farmer would be getting better prices because there would hardly be enough of his products to go around, and he would have money to load his home down with things his family are scrimping along without; under such circumstances each farmer would be putting nearly double the money in circulation he is now or has done for three years or more.

One more question, and I am through; shrinkage, taxes, etc., amount to more in this country than in Canada, all of which should be studied closely before any living man in this country votes for free lumber. It would take up too much time and require too much in figures and detail to introduce it here.

I thank you, Mr. Labor, and thank all present for the close attention to my tiresome rehearsal of this question. I feel a deep interest and could not forego the opportunity to have my say. Mr. Welch was very kind indeed to give way to me and I hope

that I have not taken up time that will cause him to cover less ground than he intended, or to forget any of the points he wanted to make.

*Labor.* I am satisfied, Mr. Haskell, that no one begrudges you any part of the time you have consumed. You have uncovered a condition that should have been anticipated and wholly avoided; in fact, the people were thoroughly warned but they charged those who tried to point out what would come to the country, with selfishness and talking for policy and personal interests.

*Mr. Haskell.* I do not think, Mr. Labor, that I uncovered anything, the Wilson bill and free traders brought the situation to us without any cover on it.

*Labor.* Well, that is about so, Mr. Haskell, but in so much as lumber was one of the few articles that was placed on the free list, your talk has been doubly interesting. Mr. Welch, I believe you have the floor now to complete your description of the manufacture of household furniture and other industries into which lumber enters, if you choose to include them.

*Mr. Welch.* Like the party who lost himself, I am inclined, Mr. Labor, to inquire where I was at. Mr. Haskell's talk has taken me so outside of myself that *I feel lost*. I can assure the gentleman that he has no occasion to apologize to me. I thank him thoroughly for having taken another crop of dust out of my eyes. I had fancied that it was all out, and that I was seeing quite clearly, but since listening to him my vision is good without my glasses, and the question with me is how much more light I will be able to hold.

*Labor.* You are quite right. Mr. Haskell has blazed the way for us all to see more clearly and

you discover, Mr. Welch, that while you had outlined the process of turning the tree from the stump into lumber, you was to a greater or less extent misled, due to the habit of looking upon lumber as raw material.

*Mr. Welch.* That is right; my first step is with the raw lumber, and I had permitted myself to fall into the error that the board or stick was the important beginning, and I must admit that while I fully knew where the board came from and how it was gotten, which my first talk is evidence of, I had not given a fractional part of weight to that feature that is its due, and I believe, Mr. Labor, that this same thoughtless and careless concern on the part of the mechanic enters into and covers all products, and it does not stop with the mechanic either, but all classes, including the whole people, are similarly deceived and in a sense deceiving themselves.

To begin the construction of furniture; I take my raw material as it comes from the planing knives and pass it through some machine that makes a particular part; other men are working with other machines that make other parts. The parts are piled separately until such a time as the set of men who put them together are ready to assemble them and bring forth the completed article.

*Labor.* From your version, Mr. Welch, machinery does the work in place of you and other men doing it.

*Mr. Welch.* That is true; the machinery saves what was at one time many hard and tiresome turns, but the machinery, except it be of a nature that is very costly and wears out rapidly, gets but very little credit in the cost of constructing anything. It is the wages of the operator in nearly all instances

that counts, and is reckoned in first cost. The machinery cheapens the article and thus multiplies the sale and use of it. In rare instances a machine is invented that saves much labor and hastens construction and for a time those owning the patents reap handsome returns for the work the machine does, but American ingenuity is ever on the alert and a man cannot bank on playing a lone hand if there is very much in it, except for short periods, in this country. The inventive ability under the stars and stripes is too keen not to find some other way of accomplishing the same thing. All other countries combined cannot equal ours in this.

In the manufacture of any product the cost of the power, coal consumed, engineers, stokers and the pay of all attaches has to be included, which is only additional labor, even to the miner, handler and transporter of the coal that makes the steam, but the absolute amount that is ordinarily credited up to the machine itself cuts but very little figure, and oftentimes where competition is very severe it is omitted entirely. There is no question but this is an unwise thing to do, and is becoming a custom so general and so sweeping that it unduly endangers all our industries. People may cry for cheap commodities, but it will require an older man than I have ever met to convince me that our country and the masses are benefited when everybody is doing business at a loss. There is surely a screw loose somewhere when statistics show that 95 out of every 100 of our business men fail to succeed, and I earnestly admonish every reader of these lines to recognize this thought and weigh carefully what it means. Ask yourself, please,

what kind of a country would we have if 95 out of each 100 of our business men could succeed.

An appropriation by the general government and a committee of from 100 to 300 well selected business men appointed with an absolute absence of any politics in it, to solve this question and recommend a good remedy would be of more benefit to the inhabitants of the United States than to divide equally among them all the silver and gold the whole world has ever heard of.

You will pardon me, Mr. Labor, for slipping away from my subject occasionally. We had reached the men putting the furniture together; after them come those who give the polish or finish, which is carried to the limit of the cheap or costly, as the case may be, and I can assure you that if the aim is to reach what is termed a piano finish it means tired arms and a moist brow. If it is to be upholstered, to trace the woolen goods which are used we will have to go back to the lamb, and perhaps back to when the lamb's mother was a lamb; truly I cannot just begin to determine when or where the labor begins in that. The cotton or silk used when chased back in a like manner will be found to be labor. The springs and other metal used will carry us back to the ore in mother earth, and so on until the concession is wrung from us again that all is labor.

It looks, Mr. Labor, like we will have to find diamonds and gold lying loose on top of the ground in our walks for pleasure before we discover very much that is not virtually all labor.

Since attending these exercises and listening to these lessons I am thoroughly convinced of that if I never was before and, as has already been said, when



we cannot market and realize on the days works that are within us as a people, we are doomed.

*Labor.* Do you think, Mr. Welch, that the lack of protection to home industries has materially affected mechanics and laborers in your industry?

*Mr. Welch.* Do I think so, Mr. Labor? I know it has; not from the view so much though that furniture in itself needs protection; but from the stand that when you kill one end of our market that does need protection the other end dies. Some ass could argue that you take the wheels off of one side of a wagon and it would run just as well, but to hold an audience on such lines it would have to be made up of free traders.

Look at Mr. Haskell's old clothes, which his wife was going to give away and which he has gone back into. He admits that they fit him twice now where they only fitted him once when he bought them. You can't think, Mr. Labor, that he is buying any furniture, can you? Mr. Haskell is quite well off and can feel thankful that he is not at the bottom yet. He has a home he can live up before he counts himself out entirely, but in what he considers his straitened condition he tells in a modest way of helping others. You can't think those he has been helping are buying any furniture either, but without a doubt they have intended to and would if times had continued as they were prior to 1893.

No, Mr. Labor, that class, which includes hundreds of thousands in this country has been exchanging pieces of furniture they did have for bread, and thousands who were forced to give a mortgage on what they had to shoo the wolf from the door have lost all they ever bought and don't know today

when they will be able to buy again. I promised my wife some four years ago to buy more, but to tell you God's truth we have less furniture now than we had then, and what we have left is looking very shaky.

Mr. Haskell showed that from the stump to the lumber yard fully \$150,000,000 had been taken out of circulation yearly, and, what was worse than all, the money had not only gone out of circulation but the most of it had gone to Canada, and as he well said, we had kissed it good-bye. This, mind you, Mr. Labor, is only one industry in which there was \$150,000,000 worth of labor unsold, and when we bunch that amount in with all the other lines that the Wilson bill affected and find the aggregate amount of unsold labor which reaches up into, or over, a billion dollars, we find why I have failed to sell my days works and demonstrated to me what an inexcusable ass I made of myself when I voted the free trade ticket in 1892.

I can tell you, Mr. Labor, and tell you truthfully, that I have not been able in the last four years to sell all told one full year's labor when in fact I had the whole four years of that stuff stored within me that I was more than anxious to sell.

For every sale of furniture made to the rich man ten sales are made to the laborer, and when one end of the laboring masses was idle and could not purchase furniture or anything else they could do without, the other end of the same masses had no occasion to make very much furniture or very much of anything else.

How many workers in lumber are there from the yards up in the United States? I wish it were pos-

sible to make anything approaching a correct estimate. I dare not undertake it. Lumber, or something made from lumber is in front of us, no matter which way we turn our eyes. The number of men engaged in shaping it into its multitude of uses is to the number found from the stump to the tail of the mills too much like a crop of grain is to the seed sown to undertake to calculate them.

*Mr. Grover* (interrupting). Is not Mr. Welch making an argument, Mr. Labor, that upsets the claim that Canadian lumber has crowded our lumber out, when he is trying to show that everybody was idle or that in four years they were not able to sell one full year's labor? If everybody was idle there was but little demand for lumber from any quarter.

*Labor*. It does look that way, Mr. Grover; how about that, Mr. Welch?

*Mr. Welch*. I am sorry that my friend, Mr. Grover, is so uneasy most of the time. Please have the reporter read his notes; I do not think I made the claim that they were idle in other industries demanding the use of lumber to the extent we were in the manufacture of furniture.

Reporter reads. When through, Mr. Welch continues.

You see, Mr. Grover, I had not made the claim you were waiting for me to make. God forgive everybody that brought these times about, if all lines had caught it to the same extent that furniture did. I am to blame with others, for when they were singing the song in 1892, "How beautiful the change is going to be," I voted for it.

When I think about that change and about that vote, I feel about it somewhat as the Irishman ex-

pressed himself about the "black rascal" in Sedalia, Mo., in 1865. The Irishman was loaded with the elixir of corn and rye, and leaning up against the railroad depot. A colored man came along and the Irishman spoke to him. The colored man told the Irishman to go to h—l. The Irishman, hiccoughing, said: "I fought four years for that black rascal; now he tells me to go to h—l." What the Irishman got in the way of appreciation for his fighting I have had in remuneration for my voting. When I cast that vote I felt quite delighted, but I can truthfully say now that I have paid a bigger price for that small amount of delight than anything I ever bought in my life, and I am firm in the belief they cannot sell me any more of it. Thoroughly done up once with a given kind of goods is enough.

I desire the class to appreciate that I am trying to show how furniture workers suffered during the distress that overtook us early in the year 1893. It does not appear to be at all necessary to remind anyone that the amount of lumber that goes into furniture is but an item when compared to the vast quantities placed on the market each year for other uses. Recently there has been but little demand for capital to do business on, and people with money to loan have been unwilling to advance it to men to hazard in trade of any kind; and at the same time they have not been at ease with their money entirely idle. Hence, in many sections any quantity of building has been done since 1893 which has utilized a vast amount of lumber. There have been two reasons for this: First, idle capital is always anxious and its keen eye is ever on the avenues that offer the surest returns for the original amount invested. Second,

all material for the construction of nearly everything has been cheaper than ever known before. I heard a man say in 1893 to one class of contractors that they would have plenty to do for awhile, and the reason given was that capital for safety would build new buildings and reconstruct old ones. This has not proven to be the case in many young cities that were already largely overbuilt, but we must bear in mind we have in area a vast country, and while as a whole it is looked upon as comparatively young, yet there are in the same sense many spots in it that are not what may be called new.

*Mr. Grover.* You must pardon me, Mr. Labor, but I must insist that the Wilson bill is young yet, too, and I further insist that Mr. Welch is magnifying the whole situation the same as Mr. Haskell did.

Mr. Haskell, asking for the floor on personal privilege, says:

In reference to the Wilson bill being young yet and my inclination to exaggerate, I desire to add a little to what I have already said. My talk was on the presumption that the many tariffs we have lived under were fairly well understood and that there was too little time at hand in this important work to think of going over them in detail.

Our trouble in the lumber industry began with the McKinley bill, all of which I supposed Mr. Grover and everyone present was thoroughly familiar with.

I think there can be no valid excuse for lack of information on these issues except a person knows positively that he will never have occasion to come in contact with them. I think, Mr. Labor, that it was my privilege to take it for granted that every person who had expressed an interest to the end of

attending this school regularly was sufficiently informed as to what the two last changes in tariff schedules were on the important commodity of lumber, and it seems too much like threshing old straw to go over the ground.

It will be found by referring to the records that the always misunderstood and misrepresented McKinley tariff bill, charged by the free traders with being a "robber tariff," reduced the scale of duties on lumber just one-half all along the line, except on spruce, which was left to stand at \$2 per thousand as formerly. The duty on white pine was reduced from \$2 a thousand to \$1 per thousand feet. Here the McKinley bill let down the bars and Canada began in a very cheerful manner to walk in and had become quite systematically organized for the Wilson bill when it came along and tore the fences down and carted them away which enabled Canada to make the grand rush she did. And it is a question with me whether we have seen the end of it, even though the tax is put back to \$2 per thousand on common lumber, which represents over ninety per cent. of our supply.

At least, lumbermen claim that our first-class lumber will not represent ten per cent. of our product, and they state publicly that they do not complain so much about Canadian competition on first-class lumber, citing that she sends but very little of that quality into our market.

I confidently believe, as stated before, that Canada is so extensively equipped now that she will continue to compete with us on lumber in our market and pay the \$2 tax as found at present in the Dingley bill.

All they will need is to lower their wages all along



the line slightly, which is a very trifling thing for them to do up there. To get our market back I believe we shall need a higher tax than \$2 per thousand feet.

It is a plain truth that there never was any one thing that was so nonsensically misunderstood as the McKinley bill of 1890. It put more articles on the free list than any bill ever had and scaled the duties down extravagantly through the whole schedule, and because it put a high tariff on a very few infant industries, which results have shown to be one of the wisest steps ever taken, it was charged by free traders and demagogues with being a robber tariff.

The McKinley bill started us down hill on lumber and the Wilson bill turned on a full head of steam just when we should have used brakes and stopped and reversed the levers and used steam going the other way.

If any attempt be made to show that there has not been so much of an increase of Canadian lumber into our market, I will answer that while the statistics prove that Canada did put more lumber in our market in 1896 than any single year prior, that in the same year our output fell off to the extent that forty per cent. less help was used and a twenty per cent. reduction in wages for those who remained at work was made.

I want to add, too, for the benefit of those chewing the rag relative to saving our forests, that reports to the State Fire Warden show that it was the opinion of those best able to judge that more pine was burned and destroyed in the Indian reservations in Minnesota last year than was cut.

I feel, Mr. Labor, that I have been a party to the

crime of taking up too much of the class's valuable time on lumber, and if I have been guilty of magnifying, as Mr. Grover has charged, I must ask him to deal charitably with me. It is human nature for us to talk and act in the extreme when we see good people all around us who are hungry and in distress, and I ask him if the case is not doubly aggravating when we see our money that would render these people self-supporting and comfortable buying days works in other countries and forcing them, our own, to keep their days works when they have them to sell and are exceedingly anxious to dispose of them? I again beg your pardon, Mr. Labor, and trust I shall not have occasion to interfere with Mr. Welch's talk again.

*Labor.* The point you have made is an important one, Mr. Haskell, hence you owe no apologies to anyone. It is the general principles within and that underlie the situation that we want to understand. It is not to the exact degree of the man's hunger or to the exact limit of how poor his clothes are that we are seeking, but what is it that has left him hungry and ragged is what we are trying to find out.

*Mr. Grover.* Then you all admit, Mr. Labor, that the McKinley bill was not perfect?

*Labor.* Protectionists are anxious to learn and improve and when they make a mistake they have the courage and honesty to admit it, and they make an earnest endeavor to cure their errors as early as possible. I understand, Mr. Grover, that free traders are the only people who know they are perfect, but they have queer complaints and queer remedies. Let Mr. Haskell talk again.

*Mr. Haskell.* Yes, Mr. Labor, if a man should

sprain his ankle they would want to cure it by breaking the other leg. To say the least, that is about the kind of an improvement the Wilson bill made on the McKinley bill. No, Mr. Grover, protectionists don't build that way. They don't ask Canada or any other country to give us any part or parcel of what belongs to them, and we are not worried for fear other nations will urge us to accept any gifts; they are not organized on such lines.

If 100,000 German workmen in a given line of industry choose to patronize another 100,000 men working in some other German product, and the latter reciprocate by buying and using exclusively the goods made by the first 100,000, recognizing that by this process they strengthen each other, you will not find any complaint from protectionists in this country for their wisdom in thus aiding and preserving themselves. Such transactions are manifestations of common sense, prudence, decency and justice. There is something so beautifully substantial in such a custom that to oppose it is to display a wanton lack of mercy and charity, and it is clownish dishonesty on the part of any intelligent official when he persists in antagonizing such valuable, wholesome and vital methods.

Look, Mr. Grover, at the rise and fall of Mr. Phelps' once beautiful little city of Groversville; your own home, (while you claim to have escaped,) was it not more by chance than anything else that you were so fortunate?

The late Professor Swing once said in a sermon that "This world was wonderfully injured when a competency of fortune implied an incompetency of heart." Can it be possible, Mr. Grover, that you be-

came careless on these lines, and in your rides up and down the streets of your own town you failed to recognize the furrows of pain and distress that had plowed deep into the faces of the strong and the weak? The poor workmen that knew not whither or when to go; the merchant, the minister, the lawyer, the doctor, the common odd job laborer and the manufacturer, all sad, sorry and serious? Is it good for mankind that a few in nature shall be so positive that relenting kills them? Could the experiences at Groversville have been more demonstrative or less harmful under the conditions that prevailed? Will it not be admitted by the common consent of all fair men that what free trade did to Groversville is fairly illustrative of what the Wilson bill did to the whole United States?

Can we in our most intense desires ask for a severer object lesson than came to us on free lumber from the stump to the lumber yard? You would not, you could not, stay our hand, Mr. Grover, while this bitter cup is at our lips.

Should not we both be thankful that we acted no prominent part in this, whereby, except for the vote we cast, any of the responsibility for such extreme adverse conditions could be charged to us? Our shoulders are not broad enough to carry such a load successfully, and truly we should be grateful that we can escape it.

No, I shall urge that the McKinley bill made a mistake on lumber, but it did not kill. The next station stopped at, where we free traders got on, is where the killing began, and I am confident there are good causes for the doubts I expressed as to whether in face of the preparation Canada has made,

a \$2 import duty on common lumber will bring us back to where we were in 1890 and 1891. Here were four or five years of no progress and nearly two years now of a slump. When our inhabitants increase and there is any line of business that we have no progress in for from one to six years, ignoring the fact of the shrinkage entirely, it means something. It appears, Mr. Labor, that I cannot stop talking.

*Labor.* If your claim, Mr. Grover, that the gentlemen have magnified the situation is true, and they have by enlarging our mental vision led us into lines whereby we have discovered the true principles upon which our future success depends, and proven to us that our want and distress to-day are due to having ignored those principles, then I feel that you should not complain of them for enlarging when by the use of their methods we find the truth any more than you would blame a magnifying glass that aided you to find a diamond or any valuable article that had been lost in the sand.

You can resume your talk again, Mr. Welch; I don't know but we all owe you an apology.

*Mr. Welch.* It is all right, Mr. Labor, where any talk fails to carry light with it and the class expresses a tired feeling apologies may be in order, but up to date I must say there are none due in any sense.

When Mr. Haskell asked for the floor on a personal privilege, I was explaining to Mr. Grover that much lumber had been used recently in the construction of buildings and many other things for safety in investment, and I want to add now that the same incentive has caused much rebuilding and repairing, which has used material and has supplied many odd days' work

and has proved a saving feature with us that has been largely underestimated by all. Much has been done, too, in an irregular way which, were it to become a custom and remain with us, would be to true business interests like an army out of line.

I have reference, Mr. Labor, to the working mechanic going to the owner's home and doing work for him at a cut price or any price that would seem to hold a little coffee and tea or a sack of flour to bridge over gaps that looked ugly and hazardous.

I could go to a residence and overhaul a family's furniture at any price I saw fit, while if I should work at the factory for the same pay I would disrupt a scale of wages our Union had struggled years to establish.

Prices have been made for such work for individuals that have been too inviting for them to resist. Also, many philanthropic people have hunted up odd jobs of this kind to give those they know to be needy, and paid two prices for the same work, for the reason and on the same lines they buy old clothes to give away. It has been an axe with two blades and many a good turn has it served while in reality it has done but little harm, although, as said before, if generally indulged in it would ruin business and wages too.

Please do not infer for a moment, Mr. Labor, that because circumstances beyond my control have forced me into this practice on several occasions, that I undertake in any sense to defend it. The present and the recent past, however, are not and have not been times that could or can hold good as a standard gauge for business methods. When the Judiciary in nearly all our Criminal courts are con-



fronted with the plea from some man who has stolen or committed some criminal act, "Your Honor, it was the club I was using to slay the wolf that was chasing my little ones; God spare me, Judge, I never committed such an act before, and how could I help it when their agony created a terror within me, and remember, Your Honor, that when you deprive me of my liberty that the wolf is still at large; I did not kill it. Oh, Judge, as for me, I care not, I can endure any punishment you can inflict within the law; in fact, it could not prove a punishment. My heart is weighted with other conditions so vital and exacting that whatever you may mete out to me here will be trivial and of but little concern except as I live in doubt and anxiety for the safety of those you cannot charge with any fault. Say to me, your Honor, that you will feed them, then you have not a place so vile to send me that I will not go in the best of cheer."

The Judge whose wide experience has brought his vision down to the keenest point of penetration can discover no guile, or disposition to cover up or mislead. With a lump in his throat he renders a suspended fine, telling the first-time prisoner to go feed his own, and on the side says, would to God I could slay the man who turned that wolf loose.

When our country is full of such living and existing, it is no time to discuss business methods or complain of irregularities. During an intense struggle to get ashore there is but little room for any particular style of getting there.

What we want is a cure for the times we are living in. We want to get back on the earth again, which requires something greater, broader and deeper than digging more silver and gold. What we need is to

sell the days works within us at the best prices possible and the labor that the bringing forth silver and gold can employ when compared to all the other labor in our country, is too much like a glass of beer to the whole brewery, to deserve any consideration whatever. That is stronger than I intend, Mr. Labor; all fractional parts of the whole should be considered, but when a whole is asked to doff the hat and bow obedience to a fractional part, it is asking too much.

I am referring to silver and gold now as a commodity, not as money. When they are sold as bullion, which is the manner of selling them, they simply represent so much labor realized on, and similar to everything else, some of it may be profitable and some of it may not. I wish there was some information obtainable as to how many million of dollars have been sunk in the business more than has ever been taken out. Men sell their labor and speculate to gather money together to go and dig a hole in the earth to find silver and gold, only to abandon it and dig another. Many might claim that money so disposed of is wasted, but the claim is not true because it has gone back into labor again, whether for the purchase of machinery or what may have become of it.

All the prominence due to the shrinkage in digging and reducing silver and gold is in proportion as those industries diminished in comparison with the shrinkage in all our industries, and when examined from this view it will be found that other industries suffered to a manifold greater degree than either of them. In fact, it will be learned that the total number of men employed in taking silver and gold combined out of the bowels of the earth for the past two

or three years in the United States has been equal to any year prior. Please do not gather, Mr. Labor, that I lose sight of the money feature of silver and gold which adds to them a special value, for I do not.

*Mr. Grover.* Mr. Labor, I would like to ask Mr. Welch what has become of the good times we were promised last fall during the campaign?

*Mr. Welch.* I want to ask Mr. Grover in all fairness if he expected our country to get well taking the same medicine that made it sick? Those in authority are working on new medicine now; when it is ready for use and we have taken it a few months the gentleman will discover the promised improvement. He must bear in mind, however, that we have been ill a long time, hence are very feeble and cannot recover in a breath.

*Mr. Grover.* Yes, Mr. Welch, but the doctors in charge do not see what ails us; they are boiling up a tariff decoction when the trouble with us is our financial system.

*Mr. Welch.* When you begin to talk about finances, Mr. Grover, I am out. I leave that to men who have delved in it all their lives. I claim I know more about making furniture than bankers and men of that class, and I am willing to grant that men who study finance and live in it ought to know more about it than I do. I think I would make just as big a monkey of myself undertaking to give advice on National finances when I have thoroughly demonstrated that I don't know enough to take care of my own finances as some banker or man who is a financier would of himself if he would undertake to tell me how to manufacture furniture.

It is all a puzzle to me and the people who ought

to know the most about finances seem to say the least.

When I read an article on furniture I usually make up my mind that the man who did the writing found out what he knew about it by reading what some one else wrote, and I feel somewhat the same way about financial writers. At all events, they fail to make the subject clear to me, but I suppose that is my fault and not theirs.

If I run a man down that I hear talking finance on the street and learn all about his affairs, I find he is "broke," and that gives me such a tired feeling that I begin to look for some one that I can wire into talking about furniture or the prospect of a job of work, or something of that kind that I can understand.

I wish people would let me entirely alone on finance, especially after telling me all about it and how the government ought to manage, they want to know if I can't help them out with a small sum. I don't relish any such exposure, and frequently when men open up on finance now I turn away.

One thing I do know; I know how to manufacture furniture and I know I had all I could do at it, Mr. Grover, up to the fall of 1892 when the free traders began to tell us they were going to doctor the McKinley bill. Then work began not to be so plenty, and it has grown worse every day since. Up to that time there hadn't been a word said about any trouble with our finances. They had been all right, with plenty of money on hand all the time. In fact, the Government had money, and everybody had money. I never have found out Mr. Grover, how the free traders discovered there was one particular thing the

matter with us, and pointed out that it was the McKinley bill and declared they were going to fix that bill over so we would have more money, and get it easier. Soon as everybody realized they had the power to do what they had promised, we began to have less work, and we saw less money. The ruin came so thick and so fast that the free traders themselves were startled and alarmed. To resist the shock they saw plainly the pinching necessity of finding some new evil to add that would partially divert the minds of the people from the one that was visibly fading on their hands; then, and not until then, a few of them discovered it was our National system of finance that was causing much of the trouble, and it only took a short time for all the free traders to catch on to this new fault. After that they had two strings to pull, the McKinley bill and our method of finance. On the financial end they got rid of the Sherman silver bill and that did no good, and then they pulled over the McKinley bill and fixed it to suit them, and under it all we have grown worse and worse.

And now, Mr. Grover, I would like to ask why when our finances had been all right for years and no one had found out our system was wrong, or had claimed it was wrong, why it was not until after the free traders had thoroughly convinced the people that they were positively going to change the McKinley bill that they learned of this second malady.

*Mr. Grover.* I cannot comprehend, Mr. Welch, why you ask me to explain a condition that you admit you cannot understand when it is explained to you.

*Mr. Welch.* I will not urge that you answer the question as to how they were driven to the quality

of our financial system, but if your analysis of that question, Mr. Grover, is the same that everyone else offers I confess it would be all blank to me.

*Mr. Grover.* There are one or two points that ought to be plain to you; first, our government is virtually in the banking business, and so long as it is it has to take care of the balance of trade with other countries, and when that balance is against us the reserve funds have to suffer. We want to relieve our government of this dilemma and throw all such transactions into the hands of the bankers to take care of.

*Mr. Welch.* If I am inclined to have an opinion at all, Mr. Grover, it is to think that there is something in what you have said, but there are plenty of others who tell us they want the government to do all the banking, and cite that during the war when the government was issuing greenbacks that money was plenty and everybody had the wherewith in their pockets.

*Mr. Grover.* Yes, Mr. Welch, but the government was going in debt then and by that means money circulated freely, and as you say, it was plenty and everybody had it.

*Mr. Welch.* That mixes me all up again, Mr. Grover; our government has been going in debt for the last four years and money has been growing scarcer all the time, and this shows you why I am not clear on these questions. If they did not contradict themselves at every turn they would not confound me so, and you must pardon me when I favor lines that up to date have been free of any contradictions. I am inclined to agree with those who claim that money was plenty during the late war



not so much because the government was going in debt all the time, but for the reason that there was a market for everything that was offered for sale, and the money was ready when the goods were delivered, and since these lessons have shown that nine-tenths of what was in the goods, whether it was the clothes the people wore or what they ate, or the house they ate in, the car or steamboat they rode in, the iron and ties the cars run on, the bridges that carried them over the streams, or anything they saw or touched, was labor, and for every particle of it offered there was a quick sale and spot cash, you can see how natural it is for me to credit the good times during the war to the fact that everybody sold what they had to sell, whether it was days work or whatever it might be, and what is more, they say there was not a living man under the stars and stripes in those days that had a word to say about free trade. You can see again how sensible it all looks to me and the reason I am disposed to agree with them. I think now it will be a long time before you can convince me that Congress was helping me and my craft when they fixed it so some man in Canada could bring his day's work over here and sell it to you and the money go to Canada to be lived up, while Mr. Haskell as he has shown has to keep his days work and do the best he can without money. Under such circumstances Mr. Haskell cannot possibly have money to buy furniture and thus help me to sell a day's work, and if by any such practices Mr. Haskell has to sell his day's work for half price he won't have money to buy furniture and still leave me without half price or any price for my labor. And I tell you, Mr. Grover, it is going to be a strug-

gle, in my opinion, after a little for you to make our people think that we can send our money to other countries to buy days works in those countries and still have that same money circulating here at home. The case is too plain and the working people are sure to learn the fact that if the money is paid for days work at home it is in circulation at home, while if paid for days work abroad the money has gone abroad and forever, and when these same working classes recognize fully that they can never see that money again, or have a chance to get their hands on to one penny of it, while on the contrary if it had bought goods at home, which is days works, it would be in circulation here at home and there would be some show of their seeing and having some of it, they will cease to support free traders or men for office who will pave the way for any such transactions.

I cannot be led to believe either that it was anything but the promise of free trade that ruined the industry in which I had found a market for my labor for so long a term prior to 1893. I have long since ceased to be a customer for any business except the absolute necessities for my family and myself, and in these, it is true, we never knew before how little we could get along with. Although I never dealt with the farmer direct, my trade was with him or in his goods, and I am sure in the last two years it has not been one-half and perhaps not one-third what it was in 1892. What a thought this is to the farmer when it is extended to cover millions of people just like myself, and what a thought comes back to me when I realize that this shrinkage in the

farmer's market means the purchase of less, or no furniture by him.

A farmer in the State of New York told me last summer that he always marketed his grapes in two or three small cities to the working people, and claimed that as a rule he got more for them in that way than when he shipped them to the larger markets, but, he says, "I cannot do it this year for the working men in those cities have no money to buy grapes with," adding, "It is a pinch for them to get potatoes and flour." It has a small look to pick up a single instance like this for illustration, but it can be readily increased by multiplying it by many thousand, which you have a legitimate right to do, and when you have done it the true situation will not have been exaggerated any.

You asked for a line that had suffered severely, Mr. Labor. I had looked upon furniture as one that we could fight the world with in our own market, but the past four years have taught me that you let the world into our market at their own sweet will, or in a half restricted way even, and they will ruin it. They will not only ruin it for what we have but they will ruin it for what they bring themselves. When they disable one end of the market and ruin its ability to help support the other end, it all goes down together. The trouble with us today, is we are unable to sell the days works that our laborers have in such abundance.

When we can sell our labor again as we did prior to 1893 the old time market will come back, and our Groversville will be what it once was, an ideal city, and our country ideal again as its flag, with not a

thought on earth of pulling it down or seeing it go down.

When in the future, Mr. Labor, I vote for a protective tariff I shall do it to preserve myself. When I voted for free trade in 1892 I did it partially to kill the ugly manufacturer, and I succeeded. What consolation! My old employer is only a little better off now than I am; that is, I owe a little; he owes a large amount. The goods he had on hand did not bring a quarter the amount he had paid for the labor that went into them. His home is gone, his carriage, horses and everything he had; he turned all he had in the world over to his creditors. We were talking the whole thing over this morning before I came here, and had quite a laugh, although it is too sad a thing to be mirthful over. What we were laughing about was that we both voted the free trade ticket. He said he did not think his line needed the protection it had, and if we could get free trade on other things they would be cheaper and personally he would be benefited. He said Mr. Searles, chief owner in the woolen mills, told him that should the free traders win, come into power and do what they said they were going to do it would turn the whole country up side down. Of course, he said he thought Searles had an axe to grind and wanted to keep prices up in his own line. "What an infernal fool I was; just look at it Welch; you know I had an interest in one of the retail furniture stores down the street. You have no idea of the furniture that store used to sell to the people working in Searles' woolen factory. Searles was too smart; as soon as the free trade ticket was elected he knew what would happen, and he told me he at once cut

his force down four-fifths; was going to let all his traveling men go, secure what orders he could by mail and run his factory to fill those orders and no more." Well, my old boss said he laughed at him, and told him he had no nerve. All right, Mr. Searles says, you can laugh, but I will guarantee you that the men who continue to run their woolen factories won't laugh two years from today. And my old boss says Searles told him he was going to take good care of what he had gotten together and be ready to go ahead again when the people got enough of such tom fool laws.

Well, I said, tell me more about the furniture store you had down the street. I never knew you had anything to do with that. "Yes," he says, "I was talking about that; when Searles let four-fifths of his men go they shut off buying a thing at the store, and a lot of them had furniture they were paying by the month on, nearly all of which the store had to take back. The store was a stock company, but two-thirds of it belonged to me. I, of course, turned that over to my creditors, and the store was shut up. I tell you, Welch," he says, "I laugh about it, but it is pretty tough. Now I feel that I am too old to start again, but it is amusing," he says, "when I think I was so thin as to be just a little bit anxious that Searles should get it between the eyes, just easy you know, and if Searles did get it that it wouldn't hurt me. I tell you," he says, "it did not take long to show me I was gone, and the whole town seemed to go at once, I guess Searles is about the only man that has come out with a whole hide. Of course, he hasn't made any money, but he tells me he has saved nearly everything, and is already to go ahead

when we get a tariff bill he dare run his factory under. Of course, if Searles should start up again with a full force our town would begin to pick up right away and all the other little industries we once had would revive," continued my old employer, and added, that while he was without a penny to start with he had the confidence of all the bankers and men of means who felt an interest in the town, and he thought they would give him a helping hand to start in a small and careful way, but said: "It is a strain I dread at my age, Welch, to make a new start and take on the care and worry when I shall be in debt for everything." I told him I was in hopes that he could start again, and that he was not so old as he thought; that a few days of business would revive him and make him feel young once more, and added, that if I went to work for him I would try and give him a little more than a day's work and urge the other men to do the same for a while, and that would be quite a help. He took me by the hand and thanked me, and said: "Welch, God bless you, I was not looking for such encouraging words." I said: "Why not, boss, you clothed and fed me and my family for years, paid the rent on the house I lived in, gave me the money to warm it and school my children. I used to think you were a sort of an enemy of mine, but this calamity that overtook us all and made you really worse off than I am on account of what you owe, has taught me a lesson. I see that the balance of workmen and myself were a sort of partners of yours, and our true interests were to hold you up, for by thus doing we were in a very essential way maintaining ourselves.



I see now that we workmen got the bulk of the money you paid out. Truly, boss, I never looked at these things right, and one other thought has occurred to me lately; there was Ira and Sol Webster, Jake West, Ike Hamilton, Pete Shane, Charlie Kelly and a host of the men more frugal and thoughtful than I was, who worked for you so long, bought homes and paid for them, and the thought that occurred to me was that since you lost everything, didn't those homes represent the profits of the business." Well, now, Mr. Labor, you ought to have seen the look that came to my old boss's face; his eyes fairly sparkled and he grasped me by the hand, and said: "Welch, that is a great, broad and magnanimous view of the whole situation; I never thought of it in any of those lights."

I was anxious to get here to the class and had to stop the conversation; but told him I would talk with him further about it at some other time.

*Labor.* Mr. Welch, why didn't you bring your old employer along with you?

*Mr. Welch.* I did ask him to come, but he said his pride had been hit so hard that lately he avoided all kinds of gatherings, and although he would like to attend he had not the courage to expose himself.

*Labor.* I tell you, Mr. Welch, if we could utilize the X ray and examine all the crushed hearts free trade has wrought, they would be a mangled looking mass.

*Mr. Welch.* Yes, indeed; to tell you the truth I wouldn't want to look at them even though it were free and without cost to do so. Speaking of the word free, Mr. Labor, I want to add that I look askance at that word now. It is all right when applied

to "free" America, otherwise I am of the opinion it has been most wholesomely abused. The attraction caused by "free lunch" has cost many a man enough to have purchased his family a home, and when free concert is added there is no telling what the waste has been. And a man is but little, if any, the loser when he misses the ladies' free church supper. In this latter, however, there is the satisfaction that you have been in good company, even though you are a few pennies out, and then a pleasant consciousness that the money left behind will be turned to some good purpose, but when applied to foreign products that can compete with our own, being admitted without a duty, calling it free trade is a misnomer. Its true name then, Mr. Labor, should be "waste" trade and of the most extravagant type. It is positively throwing away what is absolutely our own, and if that is not waste then I fail to understand the meaning of the word.

I think, Mr. Labor, we could do a great good by substituting the term waste trade for free trade on foreign products coming into this country without paying any duty, or so little duty, that they displace like products of our own market. A large percentage of the people will follow the word "free" and make but little inquiry, and that term can be made very dangerous in public affairs when the unscrupulous care to gain a point by abusing it.

I wish, Mr. Labor, I could go over all my former employer had to say this morning. He cited that what happened to his retail store was something of an illustration of what was taking place all over the country. His factory was loaded down with goods, and instead of getting new orders, furniture mer-

chants in every direction were countermanding orders already given. He said the people working for Mr. Searles were only a part of the customers his retail store had, but when they quit trading with him they likewise quit trading in other lines, which materially affected his other customers. Added to this he cited three or four other industries that soon followed with a cut of from 20 to 40 per cent in their working forces, which, although they employed but few people when compared to the number that were selling their days' works to Mr. Searles, it all aided the pull in the wrong direction, and then, just as he worded it, "when I, to the surprise of everybody, as you well know, Welch, turned my business toës up and went out of the market as a purchaser of days' works of such a mass of people, we all began to recognize that we had gotten to the tough end of our piece of meat, and in our faces was the unwelcome fact that for a while we would have to let England, Germany, France and other countries, with a smile of commercial satisfaction on their faces, dine on the choice cuts."

I shall never forget his last words, Mr. Labor, when he took me by the hand, with a strained smile on his face, to bid me good morning, and said: "Welch, we wont vote that the other man shall take dangerous medicine again, thinking that none of it will get into our own tea."

I suppose, Mr. Labor, there is but little occasion to recall these fixed facts. Groversville is such a clean and plain illustration of what waste trade has in store for the American people when they tamper with it that further comment in that direction is uncalled for. The money that went out of circulation

in Groversville portrayed so distinctly what happened before my own eyes in my own town that I have been walking with beans in the bottoms of my shoes, and inside the shoes at that ever since my first lesson at this school, to do penance for giving ear to one set of quack doctors who claimed that the repeal of the Sherman silver bill took money out of circulation, when I knew, if I had stopped to think, that the money was out of circulation when I went out of work, which was six months prior to the repeal of the Sherman bill. And to another set of equal idiots who charged that it was on account of our Government's financial system that money was withdrawn from circulation. I am not to be fooled any longer, Mr. Labor. Money went out of circulation when I stopped spending \$21 each week, and when all the rest of the boys and I get that money to spend again it will come back into circulation, and not until then. I do not say, Mr. Labor, that our Government's financial system cannot be improved, but I don't want any school teachers who have had the good fortune to live, in a sense, on an annuity all their lives, and don't know any more how a dollar is made and gathered than a child who has always lived at home does, to tell me what kind of financial laws, banking laws and business laws our country needs. I shall listen to financiers, bankers and business men of experience first, last and all the time. I don't believe in passing the dental office and going to the blacksmith shop to get my teeth fixed.

I wish, Mr. Labor, I could give you a correct estimate of the amount of money that idleness among us workers in furniture has reduced the circulation

of money in the United States during the past four years.

We shall have to end this talk with the claim that it is a vast and unknown quantity, and we will end, too, with the claim that we have shown that when lines of industry that need protection in our markets are not protected and go down, that they carry furniture and all lines, whether they appear to require protection or not, down with them.

I can bar my doors and windows against a thief, and I can watch for him, too, but what can I do with the official who will barter away my rights and bring about conditions that prevent my selling the days works within me when they are all I have on earth to exchange for money whereby to procure the necessities of life?

I referred to labor unions at one time, and to avoid being misinterpreted I desire to say a word in their defense, but I do not want the class to gather the impression that I defend all they do. From time to time they make some very grave errors, the same as all other people, and like other people the burdens from such errors as a rule fall on their own shoulders.

It cannot be denied that labor unions have had the tendency to increase the pay of workmen and shorten the hours of labor, all of which is in the direction of mercy and justice, but on this occasion we will leave the justice and mercy out and look at it from the standpoint of business policy, and learn if there has not been some good done. Labor unions today practically cover all lines of industry, hence it cannot be charged that one line unduly extorts from any other, and so long as nine-tenths of everything is shown to be labor, and it is labor that the poor

man or rich man buys when the ordinary daily purchases are made, it would be peculiarly unjust for a union in one industry to insist upon selling their labor at an extravagantly high price to those in some other industry, and at the same time urge that workmen in that industry should not be granted like privileges and benefits.

One sentiment which appears to engross too many people, is: How can I sell what I have to offer at the highest possible price and purchase all I require at the lowest possible figure? This sentiment has grown so prominent in business today that it has become pernicious and is making cheap skates of too many of us. How ridiculous that everybody should want a profit and not a soul on earth willing to pay one.

For four years men have been sawing away at each other until there is but little food left for the saw. Get it out of your mind, Mr. Business Man and Laborer, that you can hit without somebody striking back. If we all succeed, Mr. Labor, we will live to nature and nature is not constructed that way. Nature is to take care of our own first and then to live and let live, and when we depart from these lines we will get it just as severe and hard as we give it, and every man who figures out just how he can get the best of a situation by straining the lines of decency and justice will live to learn that he has accepted the worst of it and die wondering why everything came to him so severely when he thought and felt that he deserved so much. In the words of Bob Burdette: "Dear reader, do not take offence at this; it does not mean you, it means your neighbor."

If, Mr. Labor, we will all recognize that when



everything brings a fair price it is when labor has a promise of being fairly paid for its service, which means money in the hands of the working man to supply all the requirements of his family and himself, to the extent perhaps of owning his own home. When we admit and proclaim that eighty cents out of every dollar of our daily transactions, which means tracing everything to the consumer, is men working in one industry trading with men working in some other industry, we will have gotten down to principles that truly exist, and as they exist, and be amply able to appreciate that if we cut one industry down to the limit of extinction, it is at the cost to a certain extent or per cent. of all our industries, and shall have in our hands the key that truly unlocks the whole situation. If a man has anything to sell, a horse, cow or steer, or sheep, or wheat, or stock of goods to retail, or anything of which you can conceive "which is all labor" and gets a good price for it, money will be free and easy with him. I am not talking about misers; they do not help and should not be allowed to hinder; while, on the contrary, if prices for all things conceivable are low, prudence and economy to the limit of scrimping will be his watchword. When we reflect that "him" in this sense means everybody, the question arises with us: "What have we in the greatest abundance to sell?"

Our answer to that question is well understood and we do not admit that there is any room for debate. It is labor, and one end of it is raising products to feed the other end of it making products. The end raising products is almost wholly dependent for the prices it receives, and the quantities and kinds it sells, to the end making the products. Hence,

if wages are maintained manufactured products must bring a good price to pay out, which means better chances all around for grown products. Here we find cause and effect acting and reacting in a way to strengthen each other, hence if the unions mean better pay for the mechanical end of our world they as well mean better pay for the agricultural end. The more money workmen in manufactured products have to spend the more the man engaged in crop raising products can sell them, and vice versa, the more money the latter has to purchase manufactured products with.

It is between these two lines that the middle people of the world are living, those through whose hands all this exchange has to pass and they live from what they can scrape off the two ends, and I want to say to the coupon cutter, the school teacher, the preacher, the lawyer, the speculator, and a thousand others who are living on these chips and are constantly keeping up the agitation for things cheaper, that if they think they can cut these two ends down to the bare limit of subsistence and still find plenty of scrapings for themselves, they are simply following false figures and paths that lead to very much less, if not want, for their own.

For example, a man today drawing a salary of \$1,000 per year under the grinding system that many urge would be cut down eventually to three or four hundred per year. A man drawing \$2,500 per year would have to be content with \$900 or \$1,000 per year, and the same ratio to the highest limit of salaries. Is it not a fact that cannot be successfully contradicted that a man in this country today, if he makes any effort to do so, can save and lay one side

as much as his whole salary would amount to under the grinding process many such people recommend? I never listen to a man making an argument of this character that his talk does not carry the impression that everybody should or would be cut down except himself. You ask the same party if he thinks his pay should be less and he would answer: "Oh, no; oh, no, I do not go to that extreme." Just think of the narrowness of such a man, Mr. Labor. A cyclone that takes in everybody except himself is all right; does he fail to recognize that he is one of a great and immense army of the middle masses whose success depends entirely on the prosperity of the two producing ends? This great middle mass of people should not individually or collectively fall into the error that because they are essential and important features in the clock work of the world and are, in a broad and extensive sense, patrons and consumers of both ends of these products, that they are in any manner whatsoever independent of either end of them. Especially should this go home to a few theorists who are moulding the minds of the young in our schools. Let them remember there are business cyclones as well as atmospheric, and that thousands of grand instructors who, with ambition to make more money, have quit the profession of teaching to engage in other pursuits. Men of sterling qualities, too, who, when a few of the egotistical professionals among the great and worthy army that remain, advise and follow in lines that spoil such an individual's chances in other pursuits, are only inviting, and forcing him back into his old fields, to again become and remain a wage earner; this can only serve to bring

salaries and compensation in school work down to the common level of all else, and while this last comparison covers but one class we desire you to include in it all salaried people and impress upon each that no living man has any particular gift that cannot be duplicated. It is the high wages and large salaries of this country, Mr. Labor, that make us the broad living and ideal people of the world. The water in the rich man's bath tub of gold cannot cleanse him cleaner than the same water in the tub the poor man of this country can have if our conditions can be and remain what they were prior to 1893. I would sooner urge the day that would give the poor man two bath tubs than I would a condition that would take the one he has away. Our good wages and our high salaries have forged our flag to the front. In the name of kind Providence, decency and progress let us keep it there and remain an example for the balance of the world.

I know a man employing 2,500 people who in 1892 voted the free trade ticket and boldly said he did so because wages were too high in this country. Just think, Mr. Labor, this man's riches had come to him through the instrumentality of high wages and high salaries. He had himself paid managers as high as \$15,000 per year and other of his representatives in proportion.

The wage earners of the United States have been paid \$4,000,000,000 per year; would he reduce that to \$1,000,000,000 per year, and then think he could scrape from that the riches he gathered from the \$4,000,000,000 that had floated about so freely? A man is clearly short in business vision when he holds such views. For illustration, suppose the income of

every wage earner is ten cents a day; in this you may include the farmer. Can a business man at this figure hope to get as much out of it for himself as he could if the wages were \$10 per day for each?

In this magnified sense, Mr. Labor, it becomes plain to us and we see it. In the realistic sense for the past four years, where there have been so many not even getting the ten cents per day, we have felt it. I tell you, Mr. Labor, this past four years object lesson corks up and seals securely every former demonstration of the kind. We can lay the old on the shelf never to be disturbed. We won't need them again. This one will last while you and I live, and enough of it be left to serve our children, no matter to what age they may attain. I do not want my brother workmen to conclude from what I have said that I blame the man employing the 2,500 people for his sentiments; we are all very much alike. I voted the same ticket he did but for another purpose, and one fully as selfish as his. We were both wrong and the thing for each one of us to do is to change cars and get into one that we know is safe, and he jointly with all other employers to give their workmen plenty of money and let them live it up, and me with the rest of you to render good service, get what is our due and send it along to the next distributor, which many of us have modestly refrained from doing for a long time now.

One thing, however, I desire to impress upon your minds in the most emphatic manner and to the extent that you will carry it home with you is, if our laws permit some other fellow in some other country to get our money, he will carry it along and spend

it, we cannot, and it will all be done in some other country, too. We must ever bear in mind that the greater and more valuable our market is the fiercer and more desperate other countries will be to break into and capture it, never recognizing that throwing our chief money distributors into idleness will almost in a breath disrupt and destroy it. Mr. Labor, there seems to be no proper place to shut off steam on this subject except to close your eyes and turn it down, no matter where you are, which I now do and beg pardon of the class for the infringements I have made on many individual rights.

*Labor.* The silence of the house and the gavel, Mr. Welch, renders approval of your talk. Had you failed to interest us, you would have discovered it and stopped talking long ago.





## LESSON IX.

*Labor.* I would like now to take up the industry of iron. Is there some worker in that product present, who can show us what part of any completed article composed chiefly of iron belongs to labor?

A gentleman whose face had become familiar to the class introduced himself as Mr. Dolan, and stated that he, with thousands of others, had worked in iron mines, and that he had followed on in other branches of the line to the limit of finishing some iron products.

*Labor.* Then, Mr. Dolan, you must be sufficiently familiar with this subject to give us the light we are seeking. We do not care for any particular detail in connection with any designated article; all we want are the principles involved covering the laboring man's interests.

*Mr. Dolan.* As I stated, Mr Labor, I began my work in iron taking out ore, and with a large field of men who like myself were selling their days works, some in taking out the ore, others in piling it with fuel in a kiln to free it from other properties; all of which, Mr. Labor, although it requires but a word to express it, has the look of days works, and up to this point, where we have not yet the semblance of a product, thousands upon thousands of people have been fed, clothed and maintained.

When the kiln is ready the fires are lighted by labor and the roasting process begins. It must be kept in mind that the fuel consumed, no matter of

what kind, was purchased of labor, the money for which had clothed, fed and provided for another army of people.

When the ore is properly roasted another set of men put it in the blast furnaces with coke and limestone, that were also (the coke and limestone) purchased of labor, and thus with a forced fire, carefully looked after by labor, the roasted ore is smelted.

When the metal becomes a fluid, labor from time to time lets it out into channels or moulds, where it is permitted to solidify into pigs, and in this state, Mr. Labor, after having proven the support of this untold number of people, it is called raw material. No matter how high other hands of toil may stack the pigs, or how frequent the stacks, we have presumed in a sense, when viewing it in the piles, that it grew just where it had been so systematically corded up by the working man for pay.

Selling my days work, Mr. Labor, to produce this *raw* material, provided me the means to purchase just as good a living as I have been able to buy since when selling my days works to produce products from this *said, raw* material, which name is a misnomer, pure and simple. Pig iron is a finished product.

It is singular to me, while our country has ore sufficient to produce all the iron it can ever possibly use, that there has ever been a man, or class of men, or party, that would try to find any excuse for leaving our gates open for other countries to ship their stacks of pig iron into our market, leaving our own corded up and unsold, and thus prevent the sale of days works by our own workmen to replace them. I only refer to this for illustration, Mr. Labor, for any

duties low enough to let in iron that has moved a step further from the pig towards another product, or into the product, has the same effect upon our stacks of pig iron that it would to bring the pig iron itself in to make such goods.

In this proposition, when you take into account the days works we should have done to produce the pig iron, you are in duty bound to include the days works we should have sold from the pig product to the other finished product.

There is a great field here for some statistician to show how much our own market can be increased provided we manufacture at home, including all industries, all the products other countries sell us that we have the material, men and facilities to produce. Such a showing, with pains taken to point out that the money for the days works to produce such goods, paid to our own workmen, would increase our market just that amount, would do more, Mr. Labor, to kill the cry about increasing our foreign trade on our manufactured goods than any data, facts or figures that can be had now.

When it is made clear to the public that for every two dollars of foreign trade in our manufactured products we have \$98 of home trade, all sensible people will begin to cry, why not increase our home market and properly guard it? To say the least, when this question is thoroughly understood and parties are talking about swelling our foreign market, people will ask: "Are you proposing to allow other countries to come in and carve our market up to suit themselves, in order that we may gain one dollar away from home, and lose ten dollars at home?"

I shall not undertake to show, Mr. Labor, what tariff duties have done for our iron industries. There is plenty of data and history on that subject to indicate the debt of gratitude iron workers of this country owe to the men who planned so wisely for us to sell our days works in that branch of toil.

Not alone for us did they legislate with so much wisdom, either. Every working man of our land has occasion to render thanks, as well as every business man, and every known citizen.

In the absence of past duties on iron and iron goods of all kinds and descriptions for a long term of years, a sum of our money would have gone abroad that it is beyond the ability of man to estimate now, and it is impossible that our progress could have been equal to what it has in the face of any such contingency.

The vast sum of money that labor in iron industries has earned and spent in the United States in the last 25 years has done more than its share in keeping the hat, clothing, boot and shoe, and all known workmen busy. As well have they consumed liberally of the farmer's product and caused the merchant and trader to wear many a smile.

Of course, Mr. Labor, we shall ask you to skip the years since 1893; that was when the scorcher started out and ran into everybody. He would go where the people were the thickest and persisted in not looking up to see what he was going to hit. A few have been fortunate enough to escape without a scratch and in some instances they manifest but little sympathy for the large number that have had bones broken.

We have faith that the bell that rings the Dingley

bill in will wake Mr. Scorchers up and cause him to recognize some of the rights of the people living along the road.

Under the plea of an object lesson Mr. Scorchers for nearly four years has impudently swaggered up and down the commercial highway indicating that it made but a trifling difference to him who got hit, got left, or got crazy, and most of us have felt all three.

We ought to be able to fix our affairs for the future, Mr. Labor, so that fellow won't have anything to do but to pump up; make it free for him to do that and allow no one to disturb him, except he attempts to get back into the commercial highway again.

I don't look for him to change his mind any more than I do for a runaway horse to reform; they are built too much alike mentally, bound to work the one gag until they break their own necks and everybody else's, too.

*Labor.* Quite right, Mr. Dolan; a few will never change their minds; neither do we want them to. Our aim is to throw daylight on them sufficient to destroy their pernicious influence with the man who desires to earn an honest living. We want to make these questions so manifestly clear to the seller of days works that he cannot fail to discover the true odor of their bouquet of words, and with his scorn force it to wither in their own hands.

You have shown, Mr. Dolan, that to develop the product of pig iron means providing all the necessities of life for a great and growing multitude of people, and made clear, as well, the false light that that commodity has been classed in, when held up

as raw material. Everything cheaper is catchy, and demagogues know they can attract the public ear, make it deaf to all else and accomplish more with that cry than any other single thought or thing that has ever fallen into their hands to distort.

What is there, Mr. Dolan, I ask you in pig iron that can be cut down that that product may be sold cheaper?

*Mr. Dolan.* Pig iron can be produced and sold cheaper, Mr. Labor, by reducing wages and in no other way. The ore before it is moved cuts so little figure that there is no use looking to that end for any reduction? If the price of the fuel used could be lowered it would have to be done by paying less wages in getting that out, and the same conditions hold good with anything else that is used in reducing the ore.

*Labor.* Then, Mr. Dolan, the only way our cheap friends can have pig iron cheaper is by pinching our man of toil.

*Mr. Dolan.* Yes, sir, Mr. Labor, I do not see anything else to cut; the laws of trade forbid very great margins in any such staple as pig iron, hence I cannot believe there is much left to cut from that end, and so long as the price today ranges from \$12 to \$16 per ton I feel safe in defying any man to find anything in it to lower but the price of days works in order to cheapen it.

*Labor.* How do you think lowering the prices in pig iron compares with lowering the prices in other products, Mr. Dolan?

*Mr. Dolan.* If it is not an article manufactured under the protection of a patent it is all one and the same thing. Of course, some products will not be



sold so close as pig iron, that is, with so small a margin of profit. At \$12 to \$16 a ton I can hardly see how there is any profit in pig iron, and yet, recently steel rails sold for \$17 and \$18 a ton, and a friend of mine called my attention to how cheaply they could be produced. I told him if they remained at that price it would be at the cost of the wage earner. He is a man who is always urging for things cheap, and he ridiculed me for the stand I took, but the very next scientific article on the subject showed the prices would have to go up, or wages from the ore all along the line to the finished rail would have to go down.

This is the case with everything, Mr. Labor. If I get a suit of clothes in the regular way dirt cheap, the man or woman who makes them will have to work dirt cheap, and it is just the same way with anything I may need or buy, and when you find a man that is constantly crying for everything cheap, cheap, cheap, you will find something cheap in his make-up, and I will charge more than that; any man who is not willing to pay a profit on what he buys is dishonest, and the one ultimately robbed on these lines is the laborer.

There is not a wage earner in the U. S., Mr. Labor, that is not interested in fair hours and fair wages, and I want to say to all working men and women that cheap products, I say *cheap products*, do not mean to them ultimately either fair hours or fair pay, and in this I include all salaried people.

The cheap or bargain counter either means inferior goods displacing good goods, which means less employment for labor in such products, or else it means less pay to labor for producing the better

goods, and I am inclined to believe the latter conditions will prevail, if the cheap counter continues to prevail.

The wage earners, from the salaried person at the top, down to the smallest day or weekly wage earner known to us, Mr. Labor, have too much at stake in this issue to lend it their support, but they do, and they will chase the cheap counter regardless of anything that may be told them.

Cheap goods, which means small pay, will cheapen our country, and when any individual flatters himself that affairs will go on the same with him and he will not share in such cheapening, he will live to learn that he was "reckoning without his host."

*Labor.* No doubt, Mr. Dolan, that whatever lowers our wages cheapens our flag. It is at the top now and is the magnetic pole flag of all flags, attracting the mind's eye needle of all humankind. Why? Because we are a high priced people, which is due wholly to the high wages we pay.

*Mr. Dolan.* Yes, Mr. Labor. Put our compensation for toil on a China level and down a crooked and uncertain lane we start, with our flag trailing after us. I want to inquire of the profound and all-wise political economist who proves that all are equally well served when our ratio is at the cheapest end of the line, at what other Nation's level he desires we shall rest? Would he carry us down to the man eater, or where would he call a halt?

I do not desire to be understood that I think he would intentionally carry us to that extreme, but does not his argument head us in that direction?

We are as a whole people at the head of the list today. Can this profound advocate of cheap pro-

ducts, which means long hours and small pay to the man of toil, claim that we reached the top through any kind of cheapness or that any plan of cheapness can keep us at the top? Such a claim can, to be consistent, only cheapen the soul within the man who makes it. I do not believe that the people of this country are willing to join hands with the man who argues that our flag is high enough, or that it cannot go higher, or who undertakes to prove that it can be put on as high a plane with ten cents as it can with fifty cents.

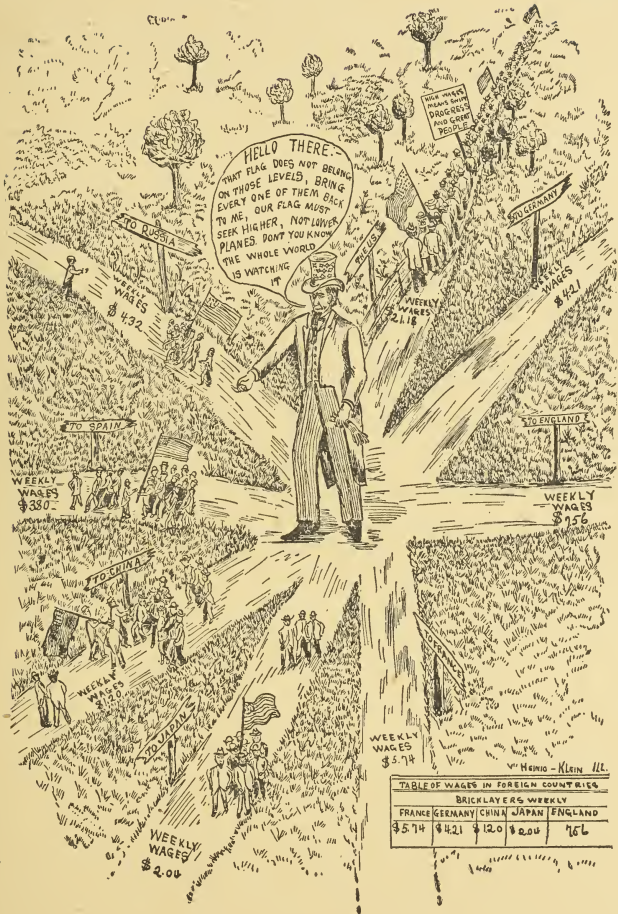
We well know what their reply will be to this, but if their answer is worth anything why cannot they cite us some country that is living on such lines, of which there are plenty, whose people are in any sense the equal of our people?

While waiting for a procession to come along yesterday, it being a holiday, I listened to a conversation between two friends that to me hits the nail we are driving square on the head. No. 1 of these two friends was a protectionist, and No. 2 said he was an out and out free trader.

No. 1 drove No. 2 into a corner, from which he couldn't extricate himself. No. 2 then, with the hope to ease up on the close quarters he was in, claimed he was in favor of reciprocity, etc., etc.

No. 1 asked his friend to what limit did he aim to carry reciprocity or his swapping process?

No. 2 hadn't quite figured out in detail to what extent such trading should be indulged in, and appeared to be slightly mixed up anyway when No. 1 asked him: "Suppose now (calling his friend by name) we had a trade on with China? How far



would you carry it? Would you go to the extent of a rat diet deal with them?"

At that moment, Mr. Labor, the procession came along, and the visit between the two friends, who were both strangers to me, ended.

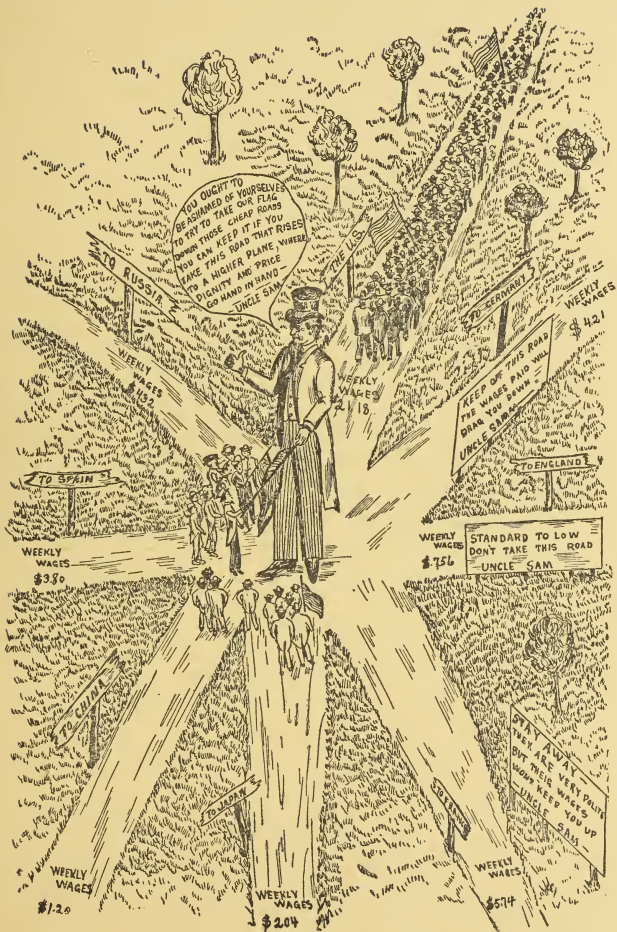
I do not introduce this conversation with any ill will to reciprocity, for so far as it has been indulged in it has been generally approved, and our only way to find anything out for a certainty is through experience, but if it lends any color as to the quality of exchange desirable with other countries it will have done no harm.

I am not willing, however, that goods that we can produce shall come into our market free, or with nominal duties only, from a rat diet people in order that a few misguided persons can have things cheap, and I am free to say that I do not think it would give the cheap class very much pain if everyone but themselves had to live on that kind of a diet.

I want to ask, Mr. Labor, what is meant by "free trader" and who it includes?

*Labor.* With us, as we are using the term, Mr. Dolan, it includes all persons who oppose duties that will protect our toiling classes; any who are in favor of cheapening products to the extent of lowering wages in anything our country can produce by a tariff duty low enough to allow other countries to ship manufactured goods, or products from the soil into our market to displace our own. This school is opposed to any sentiment that allows our money to go to other countries for goods that we can supply and thus keep the money at home, and, Mr. Dolan, for convenience sake we will allow the term







"free trader" to cover these classes, including the tariff-for-revenue man and all.

Foreign goods on an even basis as to price will take a share of our market, which means fewer days works for our own folks, and taking our money away. Any preference from one per cent. on down in price means a still greater share of our market. We are opposed to all this and to tariff duties that will permit it, and shall call all who indorse such low duties "free traders." Will you, Mr. Dolan, kindly tell us something about the labor that goes into completed iron products?

*Mr. Dolan.* Days works, Mr. Labor, go into iron products in the same ratio that they went into pig iron. Of course, in constructing a railroad locomotive a vast amount of machinery is used, but it never takes care of itself, and, too, it was days works that manufactured the machinery, and it is the hands of toil that made the drills, planes and tools, and that will make them over again as fast as they wear out.

It is plain enough, if you take the labor out of a locomotive all you will have left will be raw iron ore, and the ore of other metals used in the construction just as they were found in the earth, together with a small amount of wood or timber back in the tree, the estimated value of all which could not be over twenty-five or fifty dollars, and possibly not more than ten dollars, although the locomotive when completed may have cost ten thousand dollars.

The paint and gold leaf used in ornamenting when followed back to the starting point will be found to have contained no value worth mentioning. All the nickel, solid silver and gold used cost for days

works, and is due to days works paid for presumably at their full value. It is the same with a freight car. Put the trucks and all the iron of which it is composed, and the wood and timber back into the earth and tree, and what are they worth?

A railroad coach may cost from one thousand to twenty thousand dollars to build, owing to the finish, and if the latter figure it will if traced back be found of but very little value except as it has been touched by the hand of the workingman. All the art and finery that can be added to it will be labor paid for by the hour, day, week or month. Not a drapery or a thing can go in that is not itself the child of toil.

I have worked in the manufacture of structural iron, and I want to ask, Mr. Labor, how many people when looking at it in service trace it back to its raw state in the earth, or undertake to measure the days works it represents? Suppose it is the iron frame work of a fire proof building. Do you think any man who had been told what it cost to put it there would stop to think that nearly every penny of that money had been paid out to our American citizens for days works? Carry this on to the stone and brick work. We all understand what bricks are made of. We have to put a brick block back into the clay in the earth to find its raw material. When we do that and send the metal it contains out of it back to where the workman's pick first came in contact with it, and the lumber and timber used back to the tree that the lumber workman's axe first hit, what have we that is of any great value to begin with, even though the block or building when completed has cost one million dollars? It has even cost money

for days works to bring forth a hole in the ground to serve as a basement or cellar,

I do not believe, Mr. Labor, that all that goes into a building that absolutely cost one million dollars to construct when sent back to its original state prior to having received any touch of the "hands of toil," was worth five hundred dollars. This is a plain and easy case; we can all see it and recognize that it is made up of days works and virtually, with the exception of the value of the land on which it rests, it was all days labor. We cannot see so plainly, Mr. Labor, and distinguish so accurately in many of our other products the share that labor performed, but it is just as surely and just as truly there. I defy the man at the moment he hears this to look at or lay his hands on a single thing within his reach that nine-tenths of its cost is not days works.

Prof. Gillette, a writer on Political Economy, and inclined to low tariff, interrupts and says:

Mr. Labor, I want to ask Mr. Dolan where the contractor's profit is in the million dollar building he has referred to?

Another gentleman, whose face had become familiar to the class, who gave his name as Cole, was on his feet in a moment and asked the privilege of answering the question.

*Labor* What is your line of business, Mr. Cole?

*Mr. Cole.* I am a contractor in the construction of buildings of all classes, including frame, ordinary brick, and fire proof.

*Mr. Dolan.* I hope, Mr. Labor, you will permit the gentleman to answer the question, as he can do it from the standpoint of experience.

*Labor.* You can have the floor, Mr. Cole.

*Mr. Cole.* I have been in the contracting business for twenty years, Mr. Labor, and I can say to Prof. Gillette that in figuring up the other day I found I had in that twenty years completed all told a trifle over twenty-seven million dollars worth of contracts, and I had made some money. I made an estimate, too, of what my money would have brought me if I had placed it on interest when I began taking contracts, and had continued working at my trade for days wages for my support, and I learned that had I followed this latter course the capital I began with would have increased more than double what it did in the contracting business.

*Prof. Gillette.* Possibly, Mr. Cole, you have lost money in speculation?

*Mr. Cole.* I never chanced a dollar in speculation in my life, Professor, and I have not spent any of my money for liquor or extravagant living.

*Prof. Gillette.* How do you account, then, for not making more money, Mr. Cole; many contractors have gotten rich?

*Mr. Cole.* It is true, a few have been successful, but I presume their riches are due to fortunate speculation more than to their contracting. You show me, Prof. Gillette, one contractor that has grown rich, and I will show you 25 that have gone broke. The man that has gotten rich is remembered and cited while those who have been broke for years are forgotten.

I have the reputation of being a very careful estimator of contracts, Professor, but in looking over the contracts I have done I find that on about one-third of them I lost a little money. On about

one-third I came out even; on the other one-third I made what small amounts I am ahead.

*Prof. Gillette.* I am astonished, Mr. Cole, at what you say; I supposed all contractors eventually became wealthy. I fear your failing to make from one to three million dollars on twenty-seven million dollars worth of contracts in 20 years is due to some fault within yourself that you have failed to discover.

*Mr. Cole.* The trouble with you authors, on comic—I mean economic—questions, Prof. Gillette, is, you rarely discover any of the true inwardness and practical features of anything. I am confident you would undertake to advise how contracts should be estimated as soon as anything else you would attempt to write about.

*Prof. Gillette.* Manifestly, Mr. Cole, it all looks plain enough; I cannot see anything intricate in it.

*Mr. Cole.* That is what I say; you, of course, understand the whole thing without ever having come in touch with any of it. You are so well up on everything, Professor, you ought to be able to tell me how to estimate on a building that would cost two hundred thousand dollars to build.

*Prof. Gillette.* If I were a contractor I would expect to be posted on all kinds of material as to quantity required, prices, etc., and as to the price of labor; are they not the chief features, Mr. Cole?

*Mr. Cole.* Yes; go on.

*Prof. Gillette.* Well, if I knew the amount of the material and the price of it, and the amount of days works required, and the cost per day, couldn't I tell what I could do the work for?

*Mr. Cole.* Yes, if you *knew that* you could. If, Professor, you had 21 acres of land to plow and you

had one team that you could plow an acre and a half a day with, how many days could you agree to plow it in with a given price fixed?

*Prof. Gillette.* That is easy; if it did not rain I could agree to plow it in fourteen days, and it would be easy enough to make a price.

*Mr. Cole.* Ah, if it did not rain! You will admit right now, Prof. Gillette, you would have to make a guess on just how long you would be plowing that 21 acres of ground; at least, how many days you might spoil doing it. It is possible that you would use as much time going from the barn to the field between showers as you would in plowing, leaving out the probability of the land being too wet a part of the time, and of a sick horse, broken harness or plow, etc. You see, Prof. Gillette, you are not smart enough to make a close estimate on the simple proposition of plowing 21 acres of ground. Then what do you think of a man trying to estimate the exact number of days works in a two hundred thousand dollar building? You can see at once that the days works will largely have to be a guess, and that accuracy in an affair of this kind is utterly beyond the power of any living man.

*Prof. Gillette.* Shouldn't experience enable you to guess very closely?

*Mr. Cole.* Can experience enable you, Professor, to guess how many days it will rain out of any given fourteen days in order that you may plough?

*Prof. Gillette.* I cannot claim that it would, but there is a general average in all affairs that it is quite safe to base our calculations on.

*Mr. Cole.* Very true, and in that general average there may be several years of life due me yet, and



thus calculate that I will be here tomorrow, but illness of myself or family, or worse than that, may keep me away. So may a tornado level to the ground a nearly completed wall that it would require more days works to clear the debris away than it took to originally build the wall, and a thousand lesser things that it is worse than guess work to attempt to strike an average on in estimating work. I heard a reliable contractor say once that if his workmen would do him a full day's work each day, and not soldier on him, he would defy any man on earth to compete with him. Can you, Professor, recommend an average or a cure for this feature, or will you concede from the start that it is an unknown quantity?

I will admit, Prof. Gillette, that you can make due allowance for all these contingencies, but when you do, your reward will be no contracts. Your competitors' estimates and bids will be so far below you that your best friends will turn you down. So, you see, *if you will*, that estimated days works in any contract, either large or small, can by the most competent man that can be found be nothing less than guess work. Like excavating for a basement being all days works, so days works enter largely into the construction of any building and become one of the chief features, and the chief feature of risk that will prevail while time lasts, except we advance to that stage of perfection that we have regulated competition. The war cry today, though, is open competition, and our streets, roads and lanes are at this moment strewn with the financially mangled and distorted victims of that cry. Victims, too, that in

numbers go a long way towards making up the mass of our people.

There is proof in my line which can safely be applied to all industries and all branches of business that home competition will always take care of prices and keep them low enough on our own products, in our own markets, regardless of any other country. Although other nations may ship building material into our country, no one attempts to ship a ready-made building in, but at times, I think, Prof. Gillette, some of you free traders would try it on if you could see your way clear to accomplish such a feat, and the talk you people frequently make leads me to believe you would bring in farms already stocked and equipped if you could.

*Prof. Gillette.* We political economists think and write from the point, Mr. Cole, of benefiting the whole world. We do not select any particular acre to the exclusion of all else.

*Mr. Cole.* Then if you had a sample acre that was far superior to all the rest that was serving as a great and valuable example, you would consign it to the whole pile and allow it to be lost, would you? I defy you, Prof. Gillette, to show that the people of any other country as a whole can equal the citizens of our country as a whole in distinguished excellence.

I defy you to show that this dignity of rank is not due more to the high wages we pay than to all other features combined. I defy you to prove that our people have not been the inspiration that has led, and is leading, other countries to pay better wages and to recognize that their workmen can distinguish pleasure from pain, comfort from want, and peace

from agony. I do not believe, Prof. Gillette, that you would intentionally do a thing that would lessen our influence in elevating nations and people living in a lower social and moral strata, but do you not diminish our strength as a magnet in lifting them to a higher plane the moment you start us in their direction?

I shall urge that we continue to improve our diet, rather than to attempt to adjust ourselves to any less wholesome. I arose, Mr. Labor, because I felt confident it would require some actual experience to answer Prof. Gillette's question as to the profits to the contractor in a building costing \$1,000,000. It is quite indelibly stamped on the minds of the people that contractors invariably grow rich. We are prone to forget the large number who fail and drop out.

Usually there are a great many contractors in a building costing \$1,000,000 aside from the general contractor. The steam heater, the plumber and the decorator are the chief ones. It must be remembered, however, that the material they use is only products of labor, and they buy days works to install it, and the few among them who retire with a competency, together with a large number who are unfortunate, indicates that there is nearer a bare living in their business than that there is very much wealth in it.

I would be willing to guarantee that there are more buildings erected where the days wages that go into the material and into the building absorb more than ninety per cent. of the total cost than there are that absorb less than that.

This estimate is on net profits, and we have no net profits until everybody, including the manufacture

of material, the superintendent, foremen and clerks, together with the contractors, have been paid. The wholesaler and his help, the contractor and his help, all these are working in their line, which belongs in the cost of any goods and should be paid for, but there is such a lack of it being paid that statistics show, as has already been referred to here, that 95 per cent. of our business men fail to succeed.

My talk, Mr. Labor, has been with the view of helping you to hold to and maintain that nine-tenths of everything is labor, and that when you make a purchase that nine-tenths of the purchase money has gone to labor. This holds good with a frame building costing \$500, \$5,000 or \$50,000, and I have come to the conclusion that there is but very little on earth that it fails to hold good in. I am a purchaser of days works and have been for twenty years. I am diametrically opposed to low wages, or any who approve of low wages. I expect now to remain a contractor the balance of my life. I do not know any other business, and I know enough to know that idle workmen and low wages mean small amounts of money in circulation, which, all told, mean fewer contracts and less of any and all kinds of business transactions. I thank you and the class for your attention, Mr. Labor.

*Labor.* Your talk has been very interesting, Mr. Cole, and I take the liberty to return you the thanks of the class as well as my own.

*Mr. Cole.* You are very kind, Mr. Labor, but I hope that neither you nor the gentlemen present will gather, that I have in a partial sense even, covered the ground in which flourish so abundantly the bitter weeds that the contractor so regularly finds in

his rations. To do that would take too much time, and it would be foreign to the question of how far the laboring man's days works enter into all products.

*Labor.* I hope, Mr. Cole, that the future may offer an occasion for you to tell it all, and possibly it will. Mr. Dolan, you may proceed now.

*Mr. Dolan.* I am very glad Mr. Cole relieved me at the time he did, and I wish I could convey to him how cordially I thank him. I have threatened at times to become a contractor in a small way myself; it all looked so easy. I fear if I had, though, I would have ended as one of the forgotten ones mentioned. We men who work by the day or week, Mr. Labor, are as a rule very jealous of the man in business. It always looks to us like his is a rosy time with no toil and but little if any annoyance in it. How natural it is, too, that we should grow to the belief that were we in business it would be impossible that we could be numbered among the 95 per cent. that fail to succeed. We had quite a discussion in our union at one time relative to men in business and, of course, they came in for a large share of abuse. I suppose that the case was somewhat aggravated by the fact that the whole union were working for one and the same man, who was considered something of a hard master. I had but little to say at the outset, but before it ended I was in it up to my eyes. At one time they were apparently all on top of me, but before we adjourned I got an unanimous vote that no matter how mean or ugly he was, that to us he was of the greatest utility; hence, if an evil, a necessary one.

I listened to them storming at him from every

conceivable nature that a man might possess and that anybody could learn to oppose, or find fault with, until the debate, because of but one side to it, began to lag. When, as much for jest as anything, I suggested that I did not think him such a terrible man. You should have seen the disturbance I kicked up, Mr. Labor. It took the chairman five minutes to restore order. While the uproar lasted I did a heap of thinking, and it seemed my thoughts never came so fast. I knew I was in for it, and declared to myself I would fight it out.

When they became quiet again they demanded I should give some reason for defending him.

I told them I would if they would agree to listen attentively until I had finished, to which they all consented. I asked first that all who had worked for him twenty years to stand up, and fully half of them arose to their feet. Then I asked for those who had worked for him fifteen years to stand, and a large number arose. Then, those ten and five years likewise.

I asked them that all who had had steady employment when their health would permit and they chose to work to rise. And they all stood up except one man. I asked what had been the trouble with him, and he said he had lost time on several occasions when they had shut down for repairs.

They all gave him the laugh, and it was fortunate it happened, for it left them in a more mirthful mood.

*Labor.* Did this happen recently, Mr. Dolan?

*Mr. Dolan.* Oh, no, Mr. Labor; this happened prior to 1893.

*Labor* All right, then, go ahead.



*Mr. Dolan.* I asked them then who arranged the scale of wages they were getting, and they all spoke at once, saying they did it themselves. I asked them then who regulated their hours of work; and they all repeated again that they did it themselves. And this naughty man you have been talking about submitted to it all? And laughingly they admitted he had. "Why, then, do you call him such names?"

One of the men spoke up and said he guessed it was a habit they had fallen into. I told him I thought it was, and that I thought it was a bad habit. I reminded them that, all told, there were 2,000 of us in the employ of this bad man. (Mind you, Mr. Labor, I had only been working for him some three years myself, hence I was presuming considerably to undertake the job of talk such as I was indulging in.) And I asked them if they thought it would be to our interest should he go out of business, or in some manner be removed. The answer was that undoubtedly some man more liberal and in every way better would take his place. I asked them if there was not a large problem containing much uncertainty in that. I admitted more congenial men could be found to undertake to fill his place, and plenty of them, but added that I thought the hazard to us was too great to justify us in inviting it. I cited that if we were people of means we could perhaps afford to take such a risk, but that chances of such a character, when days works to sell was practically all the capital we could command, were channels that all prudent men would avoid, and that it was my belief that the successfully wise in the past had been those who opposed and repudiated such sentiments.

A member of the union asked if we should make

a mistake, if we could not sell our days works to some other employer? "You include in that the possibility of the whole two thousand of us, representing ten thousand people (including our families) pulling up and moving?" "Yes," he said, "if necessary." "If we were to do that," I said, "undoubtedly a few of us would be idle for some time, which in the aggregate would amount to a great loss. Should we move, and it only cost \$10 to each family, it would amount in total to \$20,000. We would be certain to lose at the least \$10 each by having on hand a few unsold days works, which would be \$20,000 more, making \$40,000 the worst of it. This is putting it at the minimum, which no one is justified in doing, I do not believe it a crazy estimate to claim that all told we would be \$150,000 out of pocket before we were all settled again." I asked them why we did not study these questions and our true interests closer, rather than allow a blind prejudice to lead us around.

I told them that I did not believe men were plenty who could successfully handle such large enterprises as the man we were finding so much fault with had his. I asked them, Mr. Labor, how many of us 2,000 sellers of days works they thought there were who could manage such a business as our employer had successfully? One of the men said he thought there were plenty of us who could. I inquired if it fell to him what he would do first? He said he would arrange it so all the men would have a good time themselves. One of the other members replied: "Yes, you would fix it so that in a few weeks we would have *all our time to ourselves*," and added, "I guess we have been fooling with the

buzz saw and didn't know it." I told him I thought his answer very appropriate, and made the claim that I didn't believe there was a man among us who could handle affairs of such magnitude a year and not be tied up; having ruined all resources, discipline and everything else.

One of the boys wanted to know if I didn't think I could run it? I told him if I should undertake to run a candy shop in two months the children would have eaten all the candy, I would be broke, owe for rent, and be out of business. I urged upon them that I was not discussing this question from the narrow limits of our special case, and our special interests. I reminded them that the field was so broad that it was without limit, and that there was a principle involved that went home to all the world. I cited to them that it would be impossible that our 2,000, together with all other working men, running up into the millions of people, could be principals in business.

Kind Providence did not ordain the world that way. He is too wise to have had a moment's thought that it could be so. I said: You know, and I know, that all nature's laws forbid it, and added that we might as well undertake to scoff at, and repel death, as to attempt to successfully change those laws. We can modify hardships, and have, and we cannot find a human being today, including our employers, who has not ultimately, and cheerfully, too, granted his approval. When we ask for the whole earth, approval is not due us and we should not look for it.

I told them that I had an abiding faith in a just and overruling Providence who had planned for us wisely, and that he was molding us into ways that

were best for us just as fast as our development prepared us to receive and utilize them properly. How many have we known, and can we read of, who proved great officers in an army, but were unfortunate in nearly everything else they ever undertook?

Does not this single feature, more than any other given one, admonish us that there is a man competently moulded to fill every important niche in life? Will you charge me then, with an indiscreet endorsement of Deity when I attest my belief that men have been, and are, endowed with special and specific gifts and faculties to successfully manipulate, govern and direct large commercial enterprises? Whether this belief be well founded or not, none of you can dispute the fact that we meet but few who have the required sagacity to dispose of extensive business affairs profitably.

What have we here in our own case? Here is a man that you all cordially dislike, yet he is maintaining himself and an expensive family and us 2,000 workmen and our families. Can any of you claim that he has not some special faculties to do all this?

I cannot see how we could afford to take any chances in making a trade. You say his avarice and greediness for gain cause you to dislike him. Why not see that that quality is one of the requisites to go hand in hand with other special gifts in his make up, whereby he is feeding, clothing and providing for 10,000 of us? You cannot dispute that he furnishes the money to take care of our families as well as us. He buys all we have to sell, and pays us as much as we could get for it of anyone else. What should we care though he is mean enough to crowd

when he sleeps alone, so long as he does not ask that we shall share our beds with him? He serves our purpose and he does not undertake to change the usual scale of wages, or the popular hours of work. And he couldn't change them if he should attempt it.

Even though he does not intend it, he is our best friend so long as he remains our best customer. Wherever, in my opinion, we protect and defend him with the view of his lasting as long as possible, we are helping ourselves. Nearly all other employers, no doubt, are better disposed toward their workmen than he, but they truly cannot treat them very much better than we compel him to treat us.

I told them, Mr. Labor, that I was in hopes that they caught my [motives in talking as I had, which was to study our own best interests, rather than be led around by our prejudices. It was easy to prove to them that this man worked harder than any of us; he was always on a hop, skip and a jump, and I don't believe he ever sleeps. I reminded the men of all these facts, which they had all noted, and told them that we all took more comfort than he did. When he had to reduce his forces early in 1893 I was thrown out, being one of the newer men, but then they nearly all went. The object lesson didn't miss the iron industries any more than it did anything else. One large firm reduced its force from the mines to the finished product some 9,000 men. This one act, by one firm, took over \$20,000 a day out of circulation, amounting in one year to over \$6,000,000.

I wish, Mr. Labor, we men who have only days works to sell had understood the tariff question

more clearly in 1892, but, then, it may be better as it is; we know it now because we have felt it.

I feel confident that the Dingley bill will become a law, and in a short time after I look for everything to pick up so that we shall all find a market again. How do you think a man looks to me now, Mr. Labor, who undertakes to tell me that a protective tariff is for the benefit of the manufacturer only, and tries to convince me that I am opposing my own interests when I vote that ticket? See the 2,000 men that were reduced to 600 by the iron manufacturer I have just been telling you about. Can I think that the 1,400 of us that were laid off were not interested in a protective tariff; yes, and five times that number, when you include our families? All defenders of free trade or low duties can talk to someone else after this. Groversville has settled all that question with me, and shown so distinctly why and how money went out of circulation that it will be a waste of time for them to sing me any more of their songs. They talk, too, about foreign markets for our manufactured goods. Why, foreign markets take a little less than one-fiftieth of what we manufacture, and on top of that they only took one-seventh of our breadstuff in 1895, and the same year less than one-eighth of our provisions. This last, too, is estimating our hogs, cattle and sheep before they were slaughtered, cured and packed. Add this last expense to the value of the product and foreign countries could not have taken more than one-tenth of our provisions. I think, Mr. Labor, we would better look after our own market, which we can increase if we will look after it, and not join the free traders in giving it away.



One other phase of the tariff question interests me very deeply, Mr. Labor. I frequently read in the daily papers that the duty on a given article is a hardship on the farmers, and some other article on some other class, and that those particular people have to pay the tax. I want to ask the authors of such talk, if the duty on any commodity is low enough to let that particular product into our market, to the extent of causing me to lose the sale of fifty days' work each year at \$3 a day, amounting to \$150, what it can be called other than a tax on me for the sum of \$150? Suppose the number of men affected in a like manner amounts to 100,000. The sum of the tax then on the total 100,000 working men is \$15,000,000. I claim this is a hardship on the sellers of days works, and is asking him to pay at least ten times more tax than should be required of him.

The results are the same, no matter what product it is. Therefore, to illustrate fully the stand I take, we will call it structural iron. If 100,000 of us lose fifty days each year in that industry, amounting to \$15,000,000, won't there be just as much loss to other wage earners transforming the ore into pig iron? This proposition cannot be successfully disputed, I care not what the goods are, provided it is any manufactured and completed product wherein the material cannot be advanced a step farther. This brings the loss to labor in our illustration up to \$30,000,000. Prof. Gillette and other writers on political economy may be able to figure out on paper how the farmer and some other classes can be benefited by such a process, but before I can accept their solution of it I shall have to come in touch with it

in a realistic sense. The slight contact we have experienced the past four years with that sort of manipulation has let the tail board out of their wagon and spilled some of their fruit. There is a grand opportunity now for such preachers to turn in and try to do as much good in the future as they have harm in the past. If they will do as much to raise our high standard higher, as they have done to pull it lower, they will be following in lines that will elevate the world's standard, for, as Mr. Cole has truly said, we are up to date, while not perfect, the shining model, pattern and example for all mankind.

Think, Mr. Labor, of the farmer and other classes as we have illustrated being benefited by thirty million fewer dollars in circulation; not only not in circulation but it has been sent out of our country, and, as has been so many times said, to stay out. Why don't such people argue that we send all our money away and thus do the greatest possible good to any number except our own? I presume for fear we might fall short in doing good, it would be well to send our clothes and other effects along with the money.



## LESSON X.

Mr. Labor, my name is Maxwell. I am a traveling salesman. With your permission, Mr. Labor, I shall be pleased to relate a circumstance that holds some points not altogether foreign to the questions you are discussing here.

The above was volunteered by a gentleman who up to the time he attracted Labor's attention had remained a quiet observer.

*Labor.* Very good, Mr. Maxwell; we shall listen to you with pleasure.

*Mr. Maxwell.* I want, Mr. Labor, to call the classes' attention to the inconsistency of a retailer in stationery goods, behind his own counter a few days ago; he is a rank free trader, and the case is a very lucid one. The transaction had with him, to which I intend to refer, was not less than a search light of the greatest power possible, penetrating and exposing to ridicule the very bowels of the question he cited.

It has been a part of the free traders' war cry for years that American goods are retailed in foreign countries cheaper than in our own, and thus they charge that our manufacturer exacts a robber profit at home, and this was the question the free trade dealer brought up.

I had purchased of him a pencil block of soft paper of one hundred sheets, for which he charged me ten cents. I was familiar enough with what I was buying to know that he was taking from me three cents for

every one he had invested, to all of which I made no complaint, for he requires about that kind of profit on what I was purchasing to maintain his establishment, when dealt out in single packages as was the case with me, and I would be a fool on general principles to want to see the man fail, and a special fool in this instance, for his store was a very great convenience to those located near it, and in nine cases out of ten, time being money, it was economy to buy there. We will drop all these questions, Mr. Labor, and look at the man, great, broad and illustrious with only one side to him, and his heart and sense in the side that didn't count; he was willing to take all kinds of profits himself, but if left to his own sweet will he would force others to do without any such relish, especially on what he had to purchase for his own use.

To be sure I was making no mistake as to the cost of the block of paper, I took it to a house in the same line a few blocks away, and submitted the whole question to a particular friend who examined the manufacturer's list and fully confirmed my convictions and showed me that the blocks sold for thirty cents per dozen,  $2\frac{1}{2}$  cents each.

Do you think, Mr. Labor, that in Germany, France, England or any other country they would think of asking more than five cents for such a block of paper, and wouldn't the seller look a little shy out of the other eye when he even asked five cents for it?

No, Mr. Labor, they all work for less money in other countries, the retailer as well as the menhanc and common laborer, and when they take our goods to their own country after paying our manufacturers the same price our retailers pay them, they only add

about one-third the profit our retailers do, and when our people are touring around those countries and find American goods offered at less price than they can buy them at home, they wonder and grunt without trying to seek out the reasons why, and come home singing the beauties of free trade countries, ignoring the fact that in nine cases out of ten it was due to the better profits of the business they had followed themselves, or the better salaries gotten in this country that had provided them means to go abroad at all. Think of an ordinary business man or salaried man of foreign countries traveling our country over. How much do we see of it?

We all know of plenty of ordinary business men of this country taking their whole families to Europe, and spending an entire season, and in a year or two go again, and keep repeating until the briny deep becomes as familiar to them as it is to an old tar. A fever manifestly overtakes them to spend their money in other lands, fearing, no doubt, that should they distribute it too lavishly about home it would do too much good. When Americans are visiting foreign countries and find our goods selling so cheaply there they could in a manner benefit their own country by purchasing and bringing the goods home with them. To say the least, they would be patronizing American labor if they were at the same time turning the American dealer down, and that would be preferable by far to the purchase of foreign goods and thus support the foreign laborer and dealer both. It is but few American manufactured goods that are found in foreign countries at best, and so long as the total amount remains below two per cent. of our output it matters but very little so far

as portraying any business principles as to prices in our own country what such goods sell for in other countries.

An American physician sojourning in other lands might visit a patient charging only ten cents a call, and in doing so not in any manner violate medical ethics at home; likewise a manufacturer in our own country might have sold to his regular customers in the United States 95 per cent. of his product, but to meet all his obligations he needs to sell the remaining five per cent. To offer the goods at a cut rate to the distributor in his own home market, which means a cut by the latter to gain prestige and new customers, results in a general disturbance of prices, which materially affects and offends nearly all his trade, a thing a sagacious business man is slow to do. He can, however, make any price he sees fit to bridge over, meet his obligations and maintain his credit on the same remnant to go to foreign countries and not in any sense interfere with true domestic business methods and business interests. This process, while it paves the way to further lowering of prices on our goods abroad, is in every particular legitimate, and mechanics and laborers have an indirect interest in such transactions nearly equal to and with the party making them, for it is very clear they will fail next year to sell their employer such parts of their labor as he carries over from this year. And they are likewise interested in his retaining his financial strength and maintaining his credit. This is another axe with two blades to it, Mr. Labor, and a reason why in order that we can have our own market to sell our own labor in, we need and require a protective tariff. We can not afford to leave our



gates open for the foreign manufacturer to do this very same thing to us, and when the waste trader charges that such a policy drives the foreign buyer into a spirit of retaliation and that he will not have our goods if he can avoid it, I want to answer that such is the very spirit Mr. Foreigner is living in to-day; he buys of us just what he has to have, and nothing more, and all the free trade we could possibly indulge him in would fail to induce any further concessions. It should be kept in mind, Mr. Labor, that when we are discussing foreign competition in manufactured goods we do not include our American neighbors, except Canada, and should be further remembered in this special instance that we are talking from the standpoint of 95 cents home market to five cents foreign market, which again is misleading. A reader might gather from this case that five cents worth of every dollar of our manufactured goods go abroad, which is not true. It is not quite two cents out of each dollar's worth that is not consumed in our own country, and it is for this reason, Mr. Workingman, that we want outsiders to keep their hands off our market, and want you and me to have first chance to sell on our own corners just what, and all we have to sell, i. e., the days works that are in us.

I was talking, Mr. Labor, about a manufacturer under certain conditions cutting prices on five per cent. of his product to foreign countries; some critic might make use of that and claim that I admitted that many of our manufacturers sell five per cent. of their product abroad. I do not admit any such thing; if any waste trader will show me a single manufacturer who ships five per cent. of his product

to foreign countries regularly, I will show him 1,000 manufacturers, large and small, who don't ship a thing away from home. Let a brother workman ask the man who employs him how much he ships abroad, and when he tells you not a thing, go out and ask other manufacturers what they ship, and learn how long it will be before you find anyone who has any foreign patronage, and see if your own investigation doesn't cause something to nudge you in the side and say,—old man, all my days works are used up here in the United States, why in the name of fairness do I want some Italian in Italy, some German in Germany, some Englishman in England, some Frenchman in France, or anybody in any other country to ship his days works here and sell them, take our money to his own country and have a good time with it, and I keep my days works, go hungry, do without money and have no kind of time at all?

No, Mr. Labor, our goods cheaper in foreign countries than at home do not signify a living proof of anything. What other countries take chiefly of us is breadstuffs and provisions. Suppose a wealthy firm in London should say to some given owner of a large milling interest in this country: "We in London will take your whole product of flour and allow you ten per cent. net profit on it, you to cut out all expenses of traveling salesmen, advertising, &c." Such an arrangement would enable the London tradesman to retail flour cheaper in London than it can be sold for in this country, because all his expenses are less, and a party might be able to cite that he can buy a barrel of flour at retail cheaper in London than he could in Minneapolis, Minn., which,

in his limited knowledge of particular details in large transactions, would make the situation look very inconsistent to him.

I do not name this case as one that ever did or ever will occur, but rather as a reminder to the man who never buys more than one barrel of flour at a time, that he has but little if any information of some transactions in 100 car lots and upwards to go abroad.

There may be published quotations on such deals and on the side there may be rebates or cuts of some nature that are not quoted, and the very good reasons for their not being quoted are that the parties to the deal are the only ones who know anything about the special inside features, such as occur daily in large business transactions in all lines of goods and commodities, whether they go abroad or remain at home. The point we desire to make, however, is that a cargo of any kind of goods or commodities can be retailed at less expense in foreign countries than in our own because the retailer or solicitor can live cheaper in such countries than we can here.

A like transaction might occur with a packer of meats in the United States that would carry with it the same mystification. I once heard a butcher remark that a poor debt was better than spoiled meat. On this principle a packer might sell to a foreign buyer a large quantity of provisions that he had kept longer than he wanted to at a figure that would enable the foreigner to put it on the market at a price cheaper than we can buy for here where it is produced, all of which again would look very singular to us who are not permitted to listen to the inside conferences.

We should ever bear in mind, too, that from time

to time an endless amount of capital is locked up in these commodities and where sales have been unexpectedly slow and paper is falling due that must be met, parties are forced to cut out a chunk "that is not a remnant" and offer it at a broken price to meet their liabilities, and beyond a doubt the foreign buyer is always watching and taking advantage of such opportunities, and it is a well established business principle that broken prices do less harm ultimately in the lesser market than in the greater, hence our home market being by far the greater it will be guarded more cautiously than the foreign markets, and if a broken price is going to be made by any of our heavy dealers they would much rather their goods would go away from home.

Some American citizen may find fault with such a method of doing business, but if he does he might just as well chide the farmer for taking better care of his wheat than he does of the screenings. There are certain laws of trade we have always bowed to and always will, except a few who are at present planning a reorganization of the world succeed in fixing affairs so everything will come to us without effort. I wonder, Mr. Labor, if this latter class will win out? If they do, just think of the joy, delight and happy times in front of us when not a soul stops to ask how many have wiped on the towel, or who made the hash, all bathing in the same tub or the same water at the same time.

We are a queer lot, Mr. Labor, and only care a little bit for ourselves. I have a case in hand and want to tell you about it, as it bears directly on the objects of your school.

I have a dear acquaintance in ——— City, in

the business of selling manufactured hair; in fact, his house does its own manufacturing and is one of the oldest and largest in the country. This friend has always been an out and out free trader, and we had many bitter discussions during the summer of 1894. For convenience we will call him Mr. East. His next door neighbor west was a gentleman that we both esteemed very highly, and in as much as his door was west of Mr. East's, we will call him for convenience Mr. West. The business of the latter was the manufacture of brass and iron bedsteads and all kinds of mattresses, hence Mr. West used large quantities of hair and was a constant patron of Mr. East and one of the latter's best customers. While Mr. East was a strong free trader, Mr. West was just as strong a protectionist, and many were the squabbles the two gentlemen had on that question during the time the Wilson bill was before the two houses of Congress. It so happened that their two front porches joined and during the summer of 1894 we three spent fully more than half the evenings on these porches.

It will be remembered that the lower house of Congress sent the Wilson bill to the Senate with manufactured hair on the free list. It so happened a short time after the bill had passed the house I met Mr. East on a car one morning going down town to business and he said to me: "Do you know, Mr. Maxwell, that the English have their agents in here already since the Wilson bill passed the house, trying to contract manufactured hair? Mr. East had a quick and positive manner of speaking and it had a little quicker and a little more positive tone to it on this occasion than I had ever observed before.

In fact, he was very much excited and it was excitement of an intense and startling nature; something such as would naturally come to a man if his own house uninsured was directly in the path of a raging fire, and the word had gone forth that those in authority had shut the water supply off, forbidding that it be turned on, and had placed a strong guard at all points to prevent their orders being violated. It is not commendable to me or my nature to admit that I could find a particle of pleasant relish in my friend's predicament, but to be frank, I must confess that while I tried to hold on to a very serious countenance there was within me a swell of satisfaction that I thought, despite all my hasty resolutions to the contrary, would show in small waves over my face. Of course, like 999 out of every 1,000 people, I knew not a thing about manufactured hair, or the duties on it, as is ever the case with the masses on any given product except it be some special one such as wool, lumber, sugar, etc., that has been made prominent through the daily press, and then even the general public rarely go through it carefully and thoroughly in detail.

With every effort possible to disguise the deep interest I felt in view of all that had passed between us on tariff questions, I quietly stated that I was poorly informed on the particular commodity of hair, and in an apparently innocent way inquired where the product was found in greatest abundance, what the tariff had formerly been, etc.

Mr. East, I found, as is very natural, was well posted, and told me that the bulk of the hair they use was procured from South America or Australia,



or both, which I do not remember so particularly about, and in a sense is immaterial anyway.

He said the English could land it in their own country about as cheaply as he could in this country, so that on that score they were on nearly equal terms, but added that prior to the McKinley bill the duty on manufactured hair brought into our market from foreign countries was twenty-five per cent.; that the McKinley bill reduced the duty to fifteen per cent. Mark again, Mr. Labor, what the robber McKinley bill did—lower duties—which was about the difference in the cost of labor between the two countries. This fifteen per cent. duty practically held our market on that commodity for our own people, but, said he, the Wilson bill as it has passed the House puts manufactured hair on the free list, and now, on the presumption that the bill will pass the Senate and become a law, the English, as I told you, actually have their agents on the ground trying to contract manufactured hair at new prices for future delivery. Continuing, so far as I could, my innocent composure, although full of the rudest kind of laughter, I asked: "Will that affect your business particularly?" "Will it affect us?" he passionately exclaimed, "it will shut us up, except we can arrange with our labor to work for less pay, and to attempt that means an ugly strike and all kinds of a tear-up."

My time, Mr. Labor, had come to talk and to laugh. I told him that I could have no sympathy for him whatever; that he would only be getting what he had labored for and fought for all his life if he did lose his business, and that a man who had for a long term of years been prodding for a blow be-

tween the eyes shouldn't complain when the blow came. I told him he hadn't seen because he wouldn't see. That the word "free" was "catchy," and that was as far as he had looked into the question; that he had failed to recognize that the workmen of this country are the customers of our country, and, when he thought they had no rights but what could be sawed off and ignored with impunity, kind Providence would check him up to the extent of ignoring and sawing him off, and added, that a man who had to feel a thing that was so plain before he could see it was not entitled to any person's sympathy. By this time we were down town, and in his sorrow and quandary we parted the best of friends, as usual.

Some time later Mr. East, Mr. West and myself were, in our accustomed way, chatting one evening on their porches, and in keeping with our established practice the tariff and Wilson bill, which had become a law then, took its turn. It is due to add here that the Senate put a duty of ten per cent. on manufactured hair, which the House consented to, or confirmed, when the bill became a law.

During our talk this special evening Mr. West said that the bill reduced the duty on brass and iron bedsteads from forty-five to thirty-five per cent., and added that if they had cut it to twenty-five per cent. they would have had to close up. As this remark was made Mr. East, in his manner of doing frequently, folded his arms, and, leaning back in his rocker, said: "Well, I don't care now, the Senate put ten per cent. on manufactured hair, and that saves us; *we are all right.*" This sally seemed to touch Mr. West in a new or old tender spot and he in words fairly flew at his friend, accusing him of all

kinds of blindness in his own interest. "I suppose," said Mr. West, "it would be all right if low duties or no duties at all shut our house up, and everybody else's business up except yours. You are a first-class free trader, and one of the elect, but you can shout loud enough when you are hit direct; but like all other blind asses of free traders' you cannot see far enough ahead to find out when indirectly you are hit. You are dense enough to think that after everybody else has gone under there will still be a market for manufactured hair. I can tell you plainly that when that time comes the American people will be sleeping on shavings and you can keep your hair, and Mr. Foreigner can keep his hair, too. In case we had been forced to shut down see the army we would have had to throw out of employment who patronize all industries and all classes of products, sending their money into circulation weekly, not in the old ox cart way, but at a bicycle pace. Don't in the name of decency stop to scour the rust off of your old foggy notions, but cast them one side entirely and get yourself abreast of what is the matter with us. The trouble with you and me today that makes our trade so light and money so scarce and close is on account of the multitude of factories and manufacturing plants that were compelled to shut down last year. The money the workmen in those institutions were distributing prior to 1893 is not traveling now; it is locked up in vaults and tied up in old stockings just longing for the time to come when it can get out into the open air and breathe again and help put breath and life into everybody and everything. And when you learn what has caused this wreck you will find it was not the Sherman bill nor

our government's financial policy; it will dawn on you some day that it was all due to the standing promise of a new tariff bill, which we now have and call the Wilson bill; and you can just write one fact more in your reference book, Mr. East, and look at it later on at my request, and that is, that the times we are having now will remain with us just as long as the Wilson bill remains. And not until the words null and void are written across the face of that bill, and a good protective measure to American labor has taken its place, will good times come to us again."

I tried to ease Mr. West up a little; but he was so thoroughly in earnest that I couldn't get a word in; I had never seen him so wrought up before. He told me afterwards that he ought not to have been quite so saucy, but he said it was impossible for him to keep quiet or have any patience whatever with any man on the ground that his own business would go on all right when every other known business was going all wrong, and added that the free trader was a conundrum to him. "They are all alike; can't see or feel a thing until it pinches them." One would naturally think that Mr. East would feel a direct interest in the protection to my line of business, for to ruin it would be to throw out of the field a long list of his oldest and best customers; and even if he sold as much hair under such conditions he would in nine cases out of ten have to sell it to new and untried customers, which would mean greater hazard; more expense in soliciting and advertising, over half his old acquaintances (which is prestige) would be gone, which means half he has worked all these years to establish would be gone, and he could begin half

new and that means a whole lot today when young business houses are fighting so hard to keep their powder dry.

On the other hand, Maxwell, I do not grant that he could sell as much hair under such conditions. The case in hand today illustrates it all to him and me alike, as I told him. While the new tariff bill grants us sufficient protection to continue to manufacture we are operating in a very mild way as compared to what we could be doing if all other industries had been properly protected. Those that voluntarily shut down for prudence sake, together with the large number that were forced out, cut a chunk out of our market that sadly affects him and me, and Heaven only knows how many more that corner of the market that has already gone is going to take with it yet.

I tell you, Maxwell, I feel very anxious over the outlook. That corner of the market is not only gone, but clearly enough it is growing larger every day like the snow balls we used to roll up when we were boys. But you can't induce a fool free trader to see any of it. Mr. East can see what would have happened to him if manufactured hair had been left on the free list, but you can't make him see that the very same thing has happened to thousands of others, and when you carry it on to the number of wage earners that are idle it runs into the millions that are out of money, which means less trade in all lines, and in some no trade.

I could hardly forego bringing this case before your class, Mr. Labor, for I feel that there is a lesson in it.

*Labor.* It does contain a lesson, Mr. Maxwell, and

what Mr. West predicted in 1894 has proven so true he ought to rank as a prophet.





## LESSON XI.

A tall, dignified, elderly gentleman attracts Labor's attention and asks the privilege of the floor for a moment only.

*Labor.* You will kindly give us your name and the business you follow. I take it for granted from your dialect, however, that you are from the South.

———. Yes sah, Mr. Labah, I am from the South, sah. I have a cotton plantation; my name is Rasbach.

*Labor.* Ah, indeed, Col. Rasbach; a member of the class called my attention to your attendance here and ask that I call upon you in case we considered the question of cotton. I hope, Colonel, you will take up that subject and use more than a brief moment of our time, for I am informed that you own a large cotton plantation which you manage and operate yourself, hence can deal with the question from experience, which is exactly what we want, and I presume there can be no better time to take that product up than the present.

*Col. Rasbach.* Well, sah, Mr. Labah, I did not rise sah with the intent of taking up any of your valuable time; I have been moah than compensated foh my presence heah, sah. These labohing men have taught me wheah my true interests lie; they have shown me wheah I have made a —— fool of myself foh yeahs; and I thank them and I thank you, sah, foh opening my eyes. I came heah at the outset, sah, to have something to say back, in the belief I

would be shuah to find enemies heah, but, sah, I leahn you all ah my friends. I have lived in the past with the belief that fwee twade would be good foh us all, sah, but I see now, sah, what tawiff duties have done foh us in the past; ouah pwogwess in the past. sah, has been because ouah wuhk was done at home and ouah money kept at home. I see, sah, by statistics that in 1890 965 cotton mills employed 221,585 people and they weuh paid \$69,500,000 that yeah, sah, foh theah laboh. If I keep my cotton cwop, sah, I shall have no money to spend, and if the people who make the cotton into cloth and a thousand otheh things fail to sell theah days wuks to manufactah ouah cotton, sah, they will have no money to spend. Keeping th ah days wuks is too much like me keeping my cotton foh me to vote the fwee twade ticket any moah.

I want to be honest, sah, and kind to ewewy living being, but I would not be honest, sah, now that I know bettah, if I should vote to let cheap days wuks into ouah country without any hindwance and fowce ouah wuking people to go hungwy because they could not sell theah days wuks. Ouah countwy, sah, waives moah cotton than the balance of the wold, and our people use neahly one-thuwd of all we waise. Ouah mawket then, sah, is the best single mawket in the wold foh cotton. Won't we show ouah best sense, sah, when we cotton groehs take good caeh of the wold's best mawket? Will we show ouah good sense any moah if we vote to have the \$69,500,000 oah any pohtion that our factowy wuhkehs got in 1890 paid to wuhkmen in other countwies, and, as has been said so often heah, the money go away fwom home and stay away? That

thought and expwession, sah, has attwacted my attention beyond anything I have met in a long time, sah, and I think, Mr. Labah, it should be kept befoah ouah people until it is taken up in the same sense and they adjust theyselves to it as they do to slang phwases, sah, and in song and othehwise be constantly flashed in the faces of fwee twadehs.

If ouah mawket, sah, takes one-thuwd of my cotton, is it not then singly my best customeh, sah? What good business man, sah, neglects his best customeh?

I know, sah, while foweign countwies take lawge quantities of ouah cotton and wheat and pwovisions, all of which they would get elsewheh if they could, sah, they do not take enough of ouah manufactwed goods to call them customehs, sah. For ewevy two dollahs of manufactuwed goods foweign countwies take of us, sah, our own countwy uses ninety-eight dollahs of what we manufactuh. We have paid too much attention to the two dollah intewest and too little to the ninety-eight dollah intewest. I don't like that, sah. I don't like that pwivilege extended in our mawket eitheh, sah, only so fah as it covehs goods that we don't pwoduce.

I see, sah, by statistics you have heah, sah, that duhwing the last fiscal yeah of the McKinley law, 1894, that theah weah 28,325,213 yahds of cotton cloth shipped into ouah countwy, while in the fust calendah yeah of the Wilson bill, 1895, 50,307,476 yawds came in; neahly double, sah. I don't like that, sah; the value of goods undeh the McKinley bill was \$3,480,806; undeh the Wilson bill the value was \$5,985,941. The Wilson bill stole fwom the laboh of this countwy, sah, for the manufactuh of

neahly two and a half million dollahs woth of goods moah than the McKinley bill did, sah, and gave it to laboh in otheh countwies, sah, and in only one pwo-duct, and I see now, sah, that such twansactions ah not just oah honest and I shall not identify myself with them any moah, sah.

I took the figuhs, Mr. Laboh, fwom among othuhs that I hope you will pwint with these lessons; the total amount of what the fust yeah of the Wilson bill, sah, paid to foheign laboh oveh and above, sah, what the last yeah of the McKinley bill did, amounts to \$116,444,511, sah. What a wold of good, sah, that one hundwed and sixteen million dollahs would do ouah laboh heah and what a sum of money it would set in circulation, sah. Some may claim that it will come back when they buy ouah cotton, but if it did, sah, and I was just as well off foh it, I would be unpawdonably unjust to want it that way, but, sah, on the scoah of self interest I do not put it that way. I pwesume, sah, that the wukmen in foweigh countwies only weah shiwts a pawt of the time, while ouah factowry men and women when they have wuk weah shiwts all the time, sah, and they have sheets and spweads on theah beds and cloths on their tables, too, sah, while it is a question whetheh the wuhkmen in the old countwies have beds to sleep on, sah.

I tell you, sah, this is a pwofitable school, and I can tell you, Mr. Laboh, you will find me, sah, helping take caheh of ouah own mawket in the futuh; give ouah people a chance to wear good clothes and all have what they want to eat, sah, and we will be all wight all the time.

*Labor.* I am pleased with your new sentiments, Col. Rasbach, and hope when you return home you

will take pains to convince many of your friends of their errors.

*Col. Rasbaeh.* You can feel confident, sah, that I shall take with me all the fwuit I have gathewed heah, and not be at all stingy in giving it away, sah. Some of ouah people, though, in the South ah in a tewible wut, sah, and to dwive them out I may have to get in fwont of them with my old shot gun, sah.

*Labor.* What is it, Col. Rasbach, that enters into cotton up to the time that it is baled and ready to leave your hands?

*Col. Rasbach.* Laboh, sah; laboh and nothing else, except the value of the seed, and that came from laboh, too, sah. To carefully pwepahe the gound is laboh; to plant it is laboh and to look after it and cultivate it, sah, until it is ready to pick is good, vigilant laboh, sah. To pick and wun it thwough the gin is laboh and to put it thwough the pwess and make it into bales is laboh, sah, which it costs fwom six to nine cents a pound to do.

*Labor.* Then, Col. Rasbach, you look upon your yield of cotton when baled as so much stored up labor?

*Col. Rasbach.* That, sah, is what it wepresents and all it wepwesents, and fwequently, sah, I have moah money stowed in the bales than I eveh take out of them, sah, and that money was all paid to laboh, sah, and it was a vast numbeh of people that it fed and clothed.

I enjoy the pay day of the help, sah, when theah money entehs theah pockets something seems to enteh theah very bosoms that makes theah vewy feet lighteh, and a sweet relish comes to me, sah, the quality of which no otheh deed in life excels, and,

sah, when I allow this sentiment to cahwy me to the factowy wukehs, sah, it does not take me long to discoveh that those of ouah own countwy come fust, and even, sah, if we discawd our own selfish intewests "that if we pay the money to our own people it stays in ouah own countwy and we get fuhtheh chances at it," wegardless of this selfish intewest, I say, sah, the chahity within us should lead and diwect that we pwovide foh ouah own people befoah we do those of otheh lands, and the man, sah, who is not bwoad enough to hold elements of such a natuh is too nahwoh to desehve the pwotection of any flag oah any countwy, and I add again, Mr. Laboh, that in the futuh, sah, I shall wepel such people and advise them to get into camp with otheh demagogues and stay theah wheah they belong.

One thing fuhtheh, Mr. Laboh. I notice by the statistics, sah, fwom 1880 to 1892 theah had been an incwease in the manufactuh of cotton in our own countwy, sah, amounting to 1,100,000 bales. Fwom 1892 to and including 1894 and 1895 there has been no inquease, sah. What has become of ouah pwogwess, sah? The fwée twaderh, sah, may claim it has only gone back a twifle, but I shall ask him, why go back, and wemind him that ahead is the way we ought to go. I should not blame any othehs moah than myself, sah. I voted to stand still oah go backwawds, but I shall blame you all, sah, who hang to such notions any longeh.

I want to notice the lumbeh intewests in the South, sah, and then, Mr. Laboh, I will withdway and make woom foh othehs.

I was deeply intewested when Mistah Haskell was talking about ouah lumbeh, sah. They do kill and



buhn it up to clean the land to make fahms. Suppose, sah, we could turn it into lumbeh and the money it bwrought only paid the cost of doing it, sah. Wouldn't we sell the laboh in this countwy and have millions of dollahs that now go to Canada, sah? Selling laboh is like selling anything else, and failing to sell the laboh is like failing to sell anything else, sah.

If the lumbehmen came and lived among us, they would help build up ouah towns and make new villages, too. Yes, sah, and they would be industwious citizens; just what we want in the South, sah. It seems that men become fwee twadehs as soon as the lumbeh wheah they live has been exhausted, sah. I don't like that sentiment, sah. Let the lumbeh wukman sell his home wheah the lumbeh is all gone and come to ouah sunny countwy and he will have a home in a showt time that will not only make his living, sah, but it will make him wich, and in place of sending ouah money to Canada, sah, we will tuhn what we are now destwoying into wiches, sah, and keep the wiches, too. I am foh ouah flag, sah, and ouah own home, and in the futuh if I have any pwefewence foh any political pahty, sah, I shall demand that the candidates that pahty nominates shall be in favoh of tawiff laws, sah. As has been said heah befoah, that will pwotect ouah wohkmen in selling theah laboh in ouah own mawket, sah. If my own pahty, sah, attempt to fowce fwee twade candidates on me heahafteh, sah, and some othet pahty nominates candidates in favoh of duties that will pwotect ouah industwies, I shall vote foh the lattah, sah, whetheh I like the pahty that nominates such candidates oah not, sah.

We want moah factowies foh the manufactuh of all cotton goods in ouah own sunny south, sah, and if we manage wightly, we may have them sooneh than we look foh, but when we vote to help factowies in foweign countwies, sah, the factowies will wemain in such countwies instead of coming to us, sah.

We people of the South should get a move on ouhselves, and the fust thing foh us to do, sah, is foh one and all of us to help make laws that will pwovide foh ouah cotton being manufactuhed in the United States, and then a committee of Southun gentlemen go to foweign countwies and pwevail on cotton manufactuhehs to bwing theah industwies into ouah end of ouah own countwy, sah. This will be taking action, sah, and action is bettah than pictuhs and pwinted mattah, sah.

If ouah people could have factowies enough among them, sah, in a few yeahs they wouldn't know theyselves, sah. We would have some home mawket for ouah gawden stuff and fwuit then, sah, and a multitude of things the South can gwoh so abundantly, sah.

We have been blindly patting ouah angeh on its back too long, sah. Just think, Mr. Laboh, the vehwy industwies we needed, sah, and should have done all in ouah poweh to bwing to us, we have foh yeahs tried to vote out of ouah countwy, sah. I don't blame these labohing men foh complaining, sah. They have been misled and abused, sah. When I fust listened heah they excited my sympathy, sah, and when that was awoused the last of my angeh left me, sah. Soon as my angeh was gone my good sense began to asseht itself and I saw plainly, sah,

foh the fust time in my life that my own and the intewests of my people at home, sah, was in line and identical with the labohing men, sah. One end of ouah countwy cannot go down and wemain down, sah, and the otheh end go up and thwive and wemain up and thwive; it is unnatuhal, sah; ultimately the two ends will come to one common level, sah. The people in the Noath must help make laws that will suppoht Southehn intewests, sah, and the people of the South must help make laws that will suppoht Nohthen intewests, and this sentiment, sah, must cover the whole bwedth of ouah countwy from the East to the West, sah.

We must, Mistah Laboh, stand weady to fohsake any political pahty that hopes to build foh itself, sah, by stabbing any of ouah industwies, and no single pproduct should be pehmitted, sah, to make capital foh itself, sah, to the detwiment of all otheh pproducts.

Gwovehsville, sah, was what bwought me to my senses. That illustwation was so pat, sah, as between pwotected laboh and unpwotected laboh that my fwee twade sentiments dissolved like sugah in watah, sah. If we want to stay on the eawth, we must plant, cultivate and put some kind of a fence with gates in it awound ouah own mahket, sah, and the gates must be guahded; we cannot affohd to leave them open, sah.

Why, I ask you, Mistah Laboh, should waw cotton be impohted into ouah countwy, sah? I see by the wepohts that neahly five million dollahs wohth was impohted in 1895, sah. We waise moah than half the pproduct of cotton in the wohld, and I cannot see why we need cotton fwom otheh lands, sah. Five

million dollahs, oah neahly that, paid to other countwies in one yeah foh waw cotton means quite foh million dollahs less to cotton waising laboh in the South yeahly, sah. We need that foh million dollahs in the South, sah. We cannot affohd to let a dollah get away, sah, and we cannot affohd to compete with the cheap laboh of India and otheh countwies, sah. Again, Gwovehsville tells the whole stohy, sah.

I neveh wecognized befoh, Mistah Laboh, that in nineteen cases out of twenty, sah, the only way to make a commodity cheapeh is to loweh wages, sah, in that special pproduct, which means a few wounds dowh the laddah foh us all, sah. I want to take ewewy man in this school by the hand befoah we pawt foh good, sah, and tell him I am not in favoh of that; up the laddah is my motto, sah.

As I said at the outset, sah, I came heah to find fault, but you have fohced me, and with kindness, too, sah, to make not only an unconditional suwendah but to offeh myself as a loyal volunteeheh wecwuit to youah fohces. I love you ail deahly, sah, and when I wetuhn home I shall make my childwen so familiah with you, Mistah Laboh, that they will wecognize you on sight and lay at youah feet such a gweeting, sah, as only a hawhty welcome can extend.

*Labor.* You are very kind, Col. Rasbach, and I hope that the future may hold in store for us many pleasant seasons, and that the greetings offered cannot predispose us to insensibility of our duties one to another, no matter in what volume such greetings may come. I noticed that the class was deeply interested in all your talk, and on their part as well as my own I take the liberty to thank you

earnestly for the light you have given and the special interest you have manifested.

Is Mr. Carson present? If so, will he please rise? Ah, indeed, I am glad you are here just at this moment, Mr. Carson.

You claim to be somewhat familiar with cotton mills, Mr. Carson; will you briefly outline to us whether there is any labor attached to the manufacture of cotton goods?

*Mr. Carson.* Col. Rasbach has shown that the bale of cotton represents stored up days work only. Truly, Mr. Labor, in my attitude to that article in the past I had considered it raw material, while in fact it had cost from six to nine cents a pound for the labor to produce it, and the immense quantities raised had been the means of feeding and clothing a great army of people.

I shall not undertake a detailed description of the multitude of manipulations by human hands of this commodity to form it into the innumerable articles that meet us on all sides.

To prepare it for the cards, cleaning, etc., is labor, and to card it is labor; to prepare it for spinning is labor and to spin it is labor; to prepare it for weaving is labor, and labor weaves it.

You can correct me, of course, and claim that the various machines do all this work, but if you do I shall urge that the machinery and material both are in the grasp of human hands from the cotton bale to the finished product; all forming of patterns, coloring, bleaching and dyeing is labor. It was labor that freighted and landed the bales at the mill and it will be labor that will pack, box and ship it away.

*Labor.* Your analysis, Mr. Carson, together with Col. Rasbach's descriptions, show that if there was any raw material anywhere along the line it must have been the seed.

*Mr. Carson.* Yes, but Col. Rasbach claimed that the seed came from labor.

*Labor.* Accepting that to be true, and of course it is true, we are at a loss to find the raw material.

*Mr. Carson.* It is singular, Mr. Labor, that whatever we sift down to the closest possible point we find to be all labor. It must be that after a time we will fully recognize that when we buy anything except raw land we are simply purchasing labor.

In 1894, Mr. Labor, we imported cotton goods, such as cloth unbleached, or not colored or stained, together with stained, printed, bleached, colored or dyed, and articles ready made, such as wearing apparel, knit goods, stockings, hose, half hose, shirts, drawers, etc., and laces, embroideries, thread, yarn, warp or warp yarn; all told of the above cotton goods we imported in 1894 the sum of \$24,968,629.

In 1895 our imports of the same goods amounted to the sum of \$33,196,625 and in 1896 to nearly 32½ million dollars.

(These latter figures are taken from the Daily News Almanac of 1897.)

The money that bought the days works in these goods, Mr. Labor, was furnished by the United States, and if the raw cotton was not raised in our own country the whole sum was sent to foreign lands to make glad people other than our own. The question arises, Mr. Labor, do we owe other countries that much, and can we afford to pay the price? These questions have been so thoroughly gone over



that further comment would seem out of place. I cannot refrain, however, from asking all our free trade friends why, so long as we have the days works on hand in this country to sell to make these goods, except, perhaps, some of the lace and embroidery, they insist that it is, or can be better to buy the days works in other countries? I do think, Mr. Labor, that it is the plainest question that was ever submitted to a plain people. How a man of sense can ignore the importance of keeping our money at home and in circulation at home, baffles all my ingenuity and imagination of the construction of a heart and brain. What in the name of all that is of any value can such a man be composed of? We do not urge that our gates be closed, but we do urge that they be better guarded. There is a limit beyond which justice to our own worthy, and would be industrious, poor demands we shall not go. No one can claim that the exact point of duty in this can be found. To tell just where to drive the stake and avoid all error is beyond the power of human-kind, but there is a principle involved that can be found, and it does not require to be hunted for, either, and that principle is—so long as our own people consume seven-eighths of our breadstuff and our provisions, and out of our manufactured products for a fraction less than every two dollars worth that we sell to other countries we at home consume a fraction over \$98 worth, shows so plainly the direction in which we must act in order to save ourselves, that I cannot see a thing but hypocrisy or dense ignorance as to the facts on the part of any class or political party that is constantly shouting foreign markets to our people, hoping thus to divert their

minds from the importance of our own market. Politics is so loaded with trickery, and men who are square and valuable citizens in all other channels of life manifestly become willing demagogues when their political prejudices are at stake, or the party they have identified themselves with apparently needs some special sustenance, they will, without stopping to estimate the contingencies of the future, lend themselves to proclaim and advocate what they know to be false and unwholesome. The honest voter, who cares to be best served, owes to himself the most careful scrutiny of any manipulator's designs when he is dealing on these lines. Don't think for a minute that a man, because he pays his grocery and all other bills promptly, and fulfils to the letter his pledges in all other avenues, would hesitate for a moment to keep a card up his sleeve when dealing in politics.

The average voter should ever bear in mind that our country is liberally supplied with candid, thinking, business men who have no ambition for office or political emoluments, and when any voter is in doubt as to where his best interests can be found, he would better watch the drift of sentiment with this class of citizens than to listen to some exhorter who hopes to be rewarded for his shouting.

A man of sixty years and upwards, a few days ago, who claimed to be the author of several books, began to me a tirade on the times we were living in, and prophesied a terrible future close at hand; arraigned bankers and all capitalists, and everybody that he thought had a meal of victuals ahead. I told him when he talked to me about bankers and capitalists, that I had the feebleness to listen to

them and give them some credit for honesty and a great amount of credit for what they had learned through the touch of experience. I told him that I thought more of a banker's opinion on finance than I could of the opinion of any curb stone orator that I knew was "dead broke."

Then he said: "You would leave it to bankers to fix our system of finance, would you?"

I retorted by asking if he would leave it with servant girls to cook up.

"No," but he claimed he would leave it to the people.

I asked him what people, and added: "Do you mean those who don't know enough to take care of their own finances? Why not urge as well that those in authority shall confer with the insane as how to safely provide for them? The average man knows about as much of what is good for us in a public financial policy as the insane man does what is best for him."

He wanted to know if I was a banker, or had any friends in the banking business.

I told him that I was in no such good luck; that I was a factory workman, and that all I had to sell to obtain a living was days works.

He remarked that it was singular then that I should want to do anything to favor bankers and capitalists.

I told him I had to have money from some source and asked him if he thought I could get it of some one that didn't have any.

Well, no, he thought not, but he charged that I was flying in the face of my own interests to place any confidence in men who had much money.

I replied that I thought, and I knew, and so did he know if he would use his own good sense, that I would be flying in the face of my own interests to lose the confidence of men who have money, or do anything that would frighten that class of men out of the market with their money, and I frankly told him that the kind of talk he was making was altogether too plenty, and that it specially injured the market for the sale of days works, which was a personal injury to me and to all men who tried to earn an honest living by selling the toil that was in them, by thus giving a fright to money that would drive it out of circulation.

"Then you want money to circulate freely?" he asked.

"Certainly I do," was my reply. He continued: "And you are willing to leave it to bankers to arrange the system of circulation, are you?"

"Yes, I would rather they would arrange the plans than to leave it to you, no matter how bright or smart you are, if you have had no practical experience in financial matters."

He replied: "Don't you think they would fix it to help themselves and not you?"

"What would help me?" I asked.

"To have money circulate freely, as you have already stated," he said.

"What is a bank for, and how does it make money?"

His reply was: "By money, checks, drafts and collections passing through it, and loaning deposits, etc."

"Well," I asked, if money passes through the



banks and they are successful in loaning deposits, it will be in circulation, won't it?"

"Yes," he answered.

"If money travels to the banks and stops there, and they fail to loan their deposits, then they will not be able to show any profits for themselves, will they?"

"No," he reluctantly said, discovering that he was getting into a corner.

"Why then would a banker want to tie money up?" I demanded.

"Well," he said, "they should not, but it has been tied up somewhere the past few years."

I agreed with him there, Mr. Labor, but I reminded him that, true to his own admission, for a bank's salvation money shall circulate, and for my success money must circulate. Then I asked him if the banks' and my interests were not identical? And he admitted that it looked like they were. Then I asked him if he didn't think that bankers, through experience, had greater ability to adjust such questions than I could possibly have minus that essential experience? He tried to crawl out and evade this point, Mr. Labor, but I pressed the question and reminded him that what was truly good for him would prove good for me, and vice versa, and that neither he nor I could afford to oppose or ignore channels that promised the greatest degree of safety. That his and my first duty was to be honest to ourselves, and that if we lived close to this last line we would prove honest with everybody. After pushing hard the admission came. Then I asked him if the bankers would be compelled to injure themselves in order to injure the public, why he distrusted them so? I



said, "You have virtually admitted that bankers would like to see money flying around and through their banks, and you admit, too, that that is just what you and I want, with the hope that some of it might light upon us, knowing full well that if it is out of sight or gone to some other country to buy days works we won't get our hands on a penny of it.

I told him I could not believe there was a banker on earth that would be willing to have his own arm sawed off in order that he might have the pleasure of sawing another man's arm off, and while they cannot possibly recommend and follow in lines that will injure the public without each taking on many times more than an individual share of such injury, I could not see any room for the kind of talk he and so many others were making, and that such sentiments publicly expressed were a direct injury to the poor and needy.

I told him again that if either he or I got money we would have to steal it, or sell something we had to get it, and reminded him that we couldn't steal it of a man who had none, neither could we sell such a man anything and get money. Then why do we want to tramp on and disgust the man who has money, and drive him into hiding with it? I want to do all I can, I remarked, to invite such a man out into the open market and sell him some days works, and get some of his money honestly and decently, and when you do anything to shoo him away from me you hurt me, and you hurt my family, and I tell you, stranger, I do not cherish such treatment; it carries with it a pain that goes too deep and lasts too long. I told him that I thought he must be out of gear; that he needed some repairs, as his talk

made him look like he was working only one side. He wanted to know what I meant by his working only one side. I told him that there were two sides to everything; that a locomotive had two sides of power, and on rare occasions a parallel or main rod on one side would break, when the engineer would take the broken or disabled side down and run his engine with one side. I asked him if he hadn't ridden behind a locomotive sometime in his life working only one side, and noticed the fits the train would have. He said to his knowledge he had not. I advised him then the first time he was on a train that hopped and skipped out of a station like a cork bobs when a fish is nibbling at the hook, to ask the conductor if his engine was only working one side.

"Then," he says, "you think I am hopping and skipping along, and only working one side?"

"Yes, that is about the size of it," I said, and added that it was my opinion he needed to be thoroughly overhauled and repaired, and gotten in shape to work both sides.

I told him he reminded me of people I had seen on a train who were wonderfully amused with the way it acted at times when a locomotive was working only one side, but those in charge were not amused. Why? Because they knew what it all meant. The hazard of the additional strain breaking the other rods and leaving them between stations and the sure thing of losing time at every turn of the wheels, did not induce laughter with them. And you will pardon me, stranger, if I claim to you that in proportion as the train crew from experience knew better what to do in case of emergency in their line in preference to the judgment of the passengers, so I shall claim

that bankers and financiers of experience know better than the people in masses can how to plan a financial system that will be the best and safest for us all, and they will have the same self interest as the people in hewing to lines holding the maximum of promise, that the train crew would in getting the passengers to the end of their runs, and thus themselves be relieved from duty and at home with their families. I told him that I did not hesitate to frankly confess that I felt extremely anxious that the discreet bankers of our country should devise some better method of finance if the one we have is faulty and told him that I did not object to his urging that they confer with a committee of servant girls, together with a committee of colored plantation people before a full decision should be reached, but in the end I thought more than likely I would agree with the bankers. I reminded him, too, that some of our government officials had proven that they possess plenty of ability on these questions to check the bankers up and keep them in line with his interests and mine.

I told him I did not believe we were going to have any such disasters as he predicted and asked him if he did not remember when the farm hand worked from day light until dark, and cited that last fall a farmer told me his help would not begin work any more until seven o'clock in the morning and they would quit promptly at six o'clock in the evening. I asked him if he could not remember when all labor worked twelve and fourteen hours each day except Sunday. He admitted he did remember it. I cited to him the present hours of days works in comparison and asked him how the charities, and

preparation for charity of today compared with what we had when he was a boy, and called to his mind our steam heated county houses for the poor that our country is dotted with in every direction; large brick palaces with all modern improvements; the healthful and sanitary features thoroughly looked after in the construction; better accommodations by far than the well-to-do as a rule enjoyed in his boyhood days. I told him that where these conditions did not already prevail shame for the lack of them and the pride in having as good as their neighbors could boast of would force the citizens in such localities to move in the same direction.

I told him that committees today are slow to leave a little bit of room to charges of want of charity. Frequently, no doubt, uncleanly, incompetent and unscrupulous persons get control of such institutions, but that should not be used as a club by calamity howlers to kill the spirit of decency, justice and fairness that is so potent in our land right now.

I called his attention to state institutions for the insane, and all manner and kinds of dependents, and cited the progress in this direction since he was a boy; called his attention to our public parks and to many other things. I did not forget to inform him that in 1891 in Massachusetts I saw on Christmas day more presents on and around a Christmas tree in a family of six children than were given away in any county in the State of New York when he was a Christmas lad, and there was more happiness in that family on that day than he ever stumbled on to in all of his young life. I told him to get the old ox-cart wheel out of his head and let the young bicycle wheel in and he would feel better.

I asked him frankly if the world had not grown better every day that he had lived, and just as frankly he admitted it had.

"You say, too, you are an author and write books?"

He said he had written books.

See, then, the harm you are doing and how you are misleading the young, when you take the false stand you do; and I reminded him he was too good looking a man to serve any such purpose as he was allowing himself to become the tool of, and pointed out to him again that he was following in lines that directly injured me and every other working man in the United States.

"Why don't you," I said, "show us how much our world has improved in your life time and encourage us to believe that we have been stopped for a brief time only in a road that leads in the direction that we wish to travel."

I pointed out to him the armies of people that had come to us in the last few years, and that if our promise was not better under the strain of the present even, than that they had left, they would have started back long ago.

Just think, Mr. Labor, of the increase of people, and the mental condition they were in, this great country of ours has provided for in the past twenty-five years. It is the marvel of marvels! No other country in the whole world could have taken care of them so handsomely, and we have a right, sir, to look for the same ratio of increase in charity and mercy in the future that we have had in the past; coming gradually, too, as we have come, it will be charged with the same good health and vigor.

You could as well, Mr. Labor, put a raw Indian in

a pilot house and look for safety to a large vessel in dangerous waters, as to undertake or hope for a pure and mighty transformation of any people with the view of their adjusting themselves in any brief moment to such new conditions.

We have progressed and grown better daily and hourly for years regardless of the spouters who have been promising for so long that just in front of us with one wave of the hand they were going to even everything up and fire mercies and plenty out of the blank heavens into the bosoms of all.

Until two of that peculiar family of human kind, Mr. Labor, can demonstrate to me that they could live in the same house one week without breaking up the furniture, I shall be content to move along on the same progressive lines that have brought to us so much that had a man ventured to predict it all forty-five years ago he would for prudence and safety have been turned into a pasture by himself—and the entrance carefully locked.

I cannot believe that any man means well when he encourages people to expect what he knows it is utterly impossible for him or anyone else to deliver, and if he could deliver he knows there would be such a fight over the first "divvy" that he wouldn't stay to see it out.

When we have advanced to that strata of love, order and perfection that an Irishman and a colored man become congenial room mates, live in peace together and are in a state of unrest when not in each other's embrace, then I will consent to bow humbly to the doctrine of equality to all.

I will not wait for the German and Frenchman to feel lonely when not in each other's company, or for



the Jew and Gentile to feast off each other's lips. Just show me the first two remaining thirsty when they cannot drink one with the other, at the same fountain of love, refusing food when they cannot break the same bread, declining rest when they cannot occupy the same bed, and then the vision painter shall have my unconditional surrender; but until then, Mr. Labor, I shall be in favor of keeping our own market to sell our own labor in, and take the chances that success on these lines will give us better times than anything any trickster is at the present offering, or writing and talking about.

There have been many angry disputes as to what took money out of circulation after the election of 1892, but, Mr. Labor, what happened at Groversville has settled all that contention. Money went out of circulation there because the factories were forced by cheaper imported goods to close down, thereby keeping from the working people the money to put in circulation that they had obtained through the sale of their days works up to that time. What happened to Groversville, the Wilson bill and the early promise of it brought to the whole United States. More than half the days works that our market had taken regularly were refused and could not be sold. There was no other market on earth outside of our own that we could offer them in, and even if some other country could have taken them they wouldn't have paid a price that we could have accepted. The extra money that had formerly been in circulation was what these same days works had sold for prior to 1893. If we were forced to keep everything known to man, and not sell a thing, there would be no money circulating, and if we are

compelled to keep any part there will be less in circulation than if we could sell the whole. The promise of a change in tariff duties which later materialized in the Wilson bill spoiled the sale of more than half our days works, which was more than half of the long end of what we have to sell that puts money in circulation. We know this, and have known it, and have been told it on hundreds of occasions, but we have failed to take it in its full magnitude and that is why I refer to Groversville. In that illustration we see every feature clearly and distinctly. It is a complete and comprehensive panorama that brings to our mental vision all there is within or without that makes or ruins a market, and I earnestly urge that all laboring men who have days works to sell, which means so much to them and to me, to read and re-read that lesson until they become so loaded with the sentiments and principles it contains, that they can ever be on the alert to thrust it in the teeth of the professional mystifiers who undertake to lure us into the belief that it was the repeal of the Sherman silver bill, or our Government's financial policy, that took money out of circulation.

Tell such men plainly, brother workingman, that when the free traders inveigled us into voting that men and women in some other country should sell their days works in our market, and take the pay for those days works (which should have been pay for our days works) to their own country to put in circulation there, is the very thing, and only thing, that so shamefully and unpardonably reduced the circulation of money in this, our own country, and by and through the facts and results in Groversville your claims are substantiated.

I feel deeply, too, Mr. Labor, that the time has come that we men who sell days works, and virtually have not a thing else to sell, turn down all intruders in our field who endeavor to convince us that the men we sell them to are not our friends. Why do not such men go out and tell the farmer to curse the ground that grows his wheat? Why don't they insist that the owner of a ship shall condemn the wind that fills its sails? Why don't they advise the distributor of the product to censure the frost that makes his ice? Why don't they prevail upon all mankind to disapprove of the air we breathe, and the water we drink? Why don't we workingmen, Mr. Labor, have the courage to tell such men to go to work and earn an honest living and quit absorbing from us, in preference to listening to the abuse of the man who gives us money to buy our flour?

We workingmen have all the power in our own hands today, and there is no class that the public yields to as they yield to us. All the people, and eight-tenths of our employers are studying our welfare, no matter what may be said to the contrary. There is never an occasion when we are in the right that the strongest and the best of our people are not with us.

When we are in the wrong they are not in sympathy with us, and they ought not to be, and on such lines we ought not to succeed; but under all circumstances when what we ask is tempered with consistency, we get it.

All the laws, except the Wilson tariff bill, are in our favor, and there has been no contest to have them come that way, either. You can get a man killed quicker for not paying for a day's work than

any other crime known. To put it tamer, and more to the point, the law guards the workman's pay first of all creditors. We laboring men never fought for that; it came voluntarily from the natural mercies that our country is loaded with, and when all our people have read about Groversville you and I will not have to keep our days work, and permit some other man in some other country to sell his days work to our neighbors.

What we want to shut off is the street howler who tells us that the man who gives us all the money we ever see as our own, is the greatest enemy we have.

I do not know, Mr. Labor, that I have said very much about cotton mills. My understanding is that all you cared for on that line was to learn if there was very much in manufactured cotton goods other than labor. That product came out like all others must, showing that it was difficult to find in it anything that was not labor. The cotton mills in 1890 employed over 220,000 people, and beyond a doubt fed, clothed and provided for fully a million persons. Without a doubt, if our factories could manufacture all the cotton goods this country uses, they could feed and care for nearly half a million more people, without it is some laces and certain hand made goods that some other countries pay greater attention to than our working classes care to turn their hands to.

I shall always look, Mr. Labor, for our country to import fine hand made and expensive luxuries, and when all our labor is employed and we are having normal success there will always be enough in this direction to make our market on such goods very valuable to other countries. When our labor is so

much of it idle, though, as has been the case the past four years, our margins will be too scrumpy to give very much room to luxuries. We are not likely to indulge our appetites for luxuries to any extended limit when our stomachs are empty.

I will read an extract from Ex-Senator David Bennett Hill's Fourth of July oration at Oswego, N. Y., and suggest, Mr. Labor, that it is good matter to print in the records of this school.

(Clipped from the Chicago Tribune, and to be duly credited to the New York Sun.)

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EX-SENATOR DAVID BENNETT HILL IN HIS FOURTH OF JULY ORATION TALKS OF HARD TIMES.

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The New York Sun quotes from Ex-Senator Hill's Fourth of July oration at Oswego, N. Y., as follows:

"I realize as keenly as any one the burdens and sufferings which pertain to the present hard times, the continued depression which affects all business, the difficulty of obtaining remunerative employment, and the hardships which are constantly imposed upon the extremely poor and those in moderate circumstances. But while regretting these conditions, which have unfortunately come upon the country about every quarter of a century since our existence as a nation, and which are not confined to this country alone, but exist largely everywhere, I beg to remind you that they cannot be alleviated by partisan misrepresentations, by plausible but false theories of their cause, by attacking those in official station, by arraying class against class, by railing against capital, or by sowing the seeds of public discontent. It is in such times as these that dema-

gogues thrive; it is in just such times that they should be shunned. Their denunciations, their appeals, and their sophistries afford no genuine relief, but only aggravate the situation. They are utterly powerless for good but potent for mischief. They can lead men astray, but they cannot correct a single real or imaginary grievance under which men suffer. They are usually possessed of glib tongues, and while profuse with honeyed words in their professions of friendship for the cause of labor have never been known to contribute one idea toward the solution of labor's great problem, or to recommend, aid, or secure the enactment of a single measure for the amelioration of workingmen or the advancement of their welfare.

"It is strange, indeed, and the times must be out of joint when such men can find listeners and secure a following among reputable workingmen and intelligent farmers. It is a time for plain words. There is too much demagogism abroad in the land; there is too much false doctrine taught pertaining to governmental functions; there is too much encouragement of the spirit of socialism and all that it implies, including communistic and chimerical schemes for a 'Social Democracy,' so-called; there is too much toleration of disrespect for courts and constituted authorities; there is too much clamor for class legislation; there is too much inculcation of the idea that men can become rich without effort, by the mere fiat of the government, instead of earning wealth in the good old-fashioned way; and there is too much attention paid to cranks, blatherskites, and political adventurers, entitled to no consideration, but who



seem to have obtained the public ear, and are seeking to pull down the pillars of society.

"I confess that I know of no adequate remedy for hard times within the power of the government to bestow. I do not assume to be wiser than our fathers, who confessed a like inability in worse times than these.

"It is difficult to diagnose accurately the causes of a nation's ills. This much, however, is clear: the restoration of business confidence is the paramount need of the hour. Croaking in such times as these will not give us relief; recriminations will do no good; we must look to the careful, prudent, intelligent men of all classes to solve the difficulties in the light of the experiences of the past; professional labor agitators cannot furnish a day's work to a single unemployed laborer, and theoretical political evangelists, who pretend so thoroughly to comprehend the money question, but whose only stock in trade is their fine-spun theories and severe criticism of successful men, have usually not a dollar to invest in any legitimate business.

"Instead of yielding to despondency, let us look at the future with hope and courage. Let us lend a helping hand to the unfortunate. Let us endeavor to create work for the unemployed. Let us encourage men of means to embark in new enterprises. Let us welcome every public improvement. Let us patronize the public-spirited business-man, who does something for the people in return. Let our nation cease to meddle with dangerous monetary experiments."

The suggestions in this speech as to whom we should not listen to or follow is of untold value, and

if we laboring men will give the weight and importance that is due ourselves to give it we will be guided in the wrong direction less in the future than we have been in the past.



## LESSON XII.

Labor recognizes a gentleman, who rises and expresses a desire to take a brief part in the exercises, and in opening says:

"My name, Mr. Labor, is Sands; I am a farmer, and a resident of the State of Ohio. I shall be pleased to add a few words, and I have a small amount of data that I feel confident, when examined, you will consider of sufficient importance to include in your report of what transpires here."

*Labor.* We shall be pleased to listen to you, Mr. Sands, and the data you refer to will no doubt confirm and give strength to our efforts. You may proceed.

*Mr. Sands.* I have been a regular pupil here to the neglect of some other affairs over which, ordinarily, I would have felt slightly guilty, but the light I have taken on has so engrossed my thoughts that I have cheerfully neglected other duties. I have some confessions, too, that I shall never feel quite right over if I smother and carry away with me. You have said that the word "free" was catchy, and I conclude that that was a part of what caught me.

The free traders had so much to say about a larger market—so much larger—and about my getting everything cheaper, and such a lot of things, that I decided in 1892 I would be making a good-sized ass of myself if I didn't vote their ticket. I see now, Mr. Labor, what a fool I was that I didn't think to ask them about the size of our own market. If

enough of us had done that in time we could have saved a whole lot of wounds. The truth is "the markets of the world" sounded so large it caused us to forget everything else.

I was so taken with the idea that the only wonder to me now is that I didn't load everything I own on to the cars, farm and all, and go chasing after the markets of the world. Only for the chickens, butter, eggs, steers, calves, etc., I have sold in our own market since 1892 I would have starved to death. When I found out that the markets of the world only take from one-seventh to one-ninth of all we raise, barring cotton, and that we can't coax them to take any more, and they only take that much when they can not get it anywhere else, I felt good and cheap. Mr. Labor, do you think that the fellows who told me such a lot about the world's markets knew that England, China, France, Germany, Italy, Russia, Poland, India and all other countries wouldn't send any of their agents to my farm to buy what I had to sell?

*Labor.* My opinion is, Mr. Sands, that they knew but very little of what they were talking about. Evidently they have suffered equally with the rest of us, which they could not have anticipated or desired, hence my opinion that they were ignorant of the danger they were inviting and urging.

*Mr. Sands.* My opinion is, Mr. Labor, that they were a big lot of guessers, and they didn't seem to do much but guess after we elected them. The load they took on appeared to be too large for their wagon. A whole lot of them wanted to do all right, but there was a larger lot, "large like the markets of the world," the regular free trade or bust element,

who wanted to paint themselves all over any color on earth except red, white and blue. They wouldn't study history, listen to reason or anything or anybody except the few artists who acted as if they wanted to decorate themselves so they would especially shine and leave us fellows, who put them in office, to decorate ourselves.

If those fellows ever get any compliments, Mr. Labor, for the tints they put on themselves or on us, they will have to go to some other country for them. I don't believe our people, or the history of our country, will ever give them any.

I see by the Bureau of Statistics of our Treasury Department that \$6,777,995.82 worth of unmanufactured cotton, free of duty, was imported into the United States in 1896. In 1887 it only amounted to \$533,219. I don't like this kind of growth, Mr. Labor; I feel there is danger in it. I believe with Col. Rasbach that the South needs that nearly seven million dollars. According to the Colonel's figures, five million and more of that money would have gone to the laboring people of the South, and that end of our country would have been over six and a half million dollars richer. My State of Ohio will shake hands with Col. Rasbach on this question; we are mutually interested. He and his people can help us take care of our wool, and we people will help them take care of their cotton.

Then we who raise the wool, instead of having to "kiss our money good-bye" when it goes to other countries to buy that product, will keep it at home to buy more cotton goods with, which will benefit our people in states where the cotton is raised and help those who manufacture such goods into cloth

that serves for sails, bagging and such a quantity of things other than wearing apparel, which properly protected means to this latter class a lot more of our money to keep and use at home. The Colonel and his friends in the South by having our cotton market, as they are entitled to have it, will be spared the pain of seeing United States money going to foreign countries to purchase baled cotton, and we are blind, and doubly blind, when we fail to see that it is to our interest for the South to have that money so they can invest more liberally in what we have to offer for sale, a thing utterly beyond their power to do when minus this money, it having been given to some other country.

The day seems to be just dawning, and for the first time in our history, too, that the South and the North are mutually recognizing the utility they can be to each other. The early cabbage, potatoes, berries, peaches, melons, etc., and lemons, oranges, pine apples and a host of stuff our Northern people purchase from the South, should remind them that protection to our industries, which provides for keeping our money at home rather than leaving gates open for it to go abroad to stay, is of too much importance to them to be lost sight of, and beyond any question they are beginning to see it.

The market, Mr. Labor, they want to increase is the one mentioned above. If the day's work is done in Germany, the workman will buy his early cabbage and melons there, and the South will not ship them to him either, hence he can be no customer of theirs. Also, if our workman by this means fails to get the day's work to do he will be out of money and fail to be their customer, too.



How plain that we are all mutually interested. The more the South does to aid Northern toilers in selling their days works the more of all their products they can sell them. The greater quantity of their products the North is able to buy and eat up, and consume in other ways, the more money the South will have to invest in what the North offers for sale.

Instead of our money flying across the briny deep to stay, it will be flying back and forth across our own country, and the sum of our increased riches, Mr. Labor, will be just exactly the sum of money we have kept at home.

I am tired, Mr. Labor, of hearing about foreign markets when it is used in any sense that injures our own market. They have pumped all of that into me they ever can. We use from seven-eighths to nine-tenths of our grown products at home, except cotton. About two-thirds of the cotton we raise is sold to other countries, but we raise more cotton than the balance of the world just now.

Egypt, India and other countries are gaining rapidly and may injure our foreign trade in cotton later on, hence the importance of being kind enough to ourselves to keep our own market on that commodity for our own product.

If we should surrender to other countries that portion of our market on all industries they would have the gall to ask, which would be quite all we have, they would not then buy any more baled cotton of us than they had to have, or anything else we have to sell.

Our own market, Mr. Labor, is what I have made up my mind we can control and increase if we know

enough to do it. So long as statistics show that we use forty-nine fiftieths of all we manufacture at home, wherein the very sellers of days works with their families themselves are the chief feature of our market, why can we find individuals that will urge us to shamefully ignore the 49-50 interest in order to cultivate the fractional 1-50 part? Does anyone flatter himself that we could compete with Germany in making wooden shoes for their market?

The fellows that fooled me about the markets of the world, Mr. Labor, and inveigled me into voting their ticket, doctored our market with their medicine so that the people of the United States consumed 147,788,510 bushels less wheat in 1895 than they did in 1890.

That is what they did in one commodity, Mr. Labor, to our market while they were chasing after the markets of the world. How much must our market for delicacies and luxuries, together with other necessities that our simplest comforts demand, have shrunk?

Why do we not have printed estimates of all shrinkage covering all our industries and all our products? They should be kept before our people that we may all know how much we paid for the free trade singing we have had to listen to all these years.

Think of our using nearly 148 million bushels less wheat in 1895 than we did in 1890! Was there not an increase of people in that time? Where was our growth and our progress for five years? Some one (I don't know who it is) ought to be ashamed. I called one man's attention to the fact of how much less we used in the product of wheat in 1895 and he said he

thought the people were eating more oats. I told him I thought they were eating more *hay*, and cited Groversville to him. That ideal city carries the keen edge that makes us all see it, Mr. Labor.

I listened to a conversation between a protectionist and a free trader in New York City in the fall of 1893. The former was remarking how cheap his wife had told him butter and eggs were in the market, when the free trader in a boasting way said: "Are you not glad of that?"

The protectionist answered he could not see why he should be glad of it. Why, the free trader remarked, don't you like to have what you are compelled to buy cheap? The protectionist answered, not in the light he saw that kind of cheapness, and added that he didn't believe the ridiculously low price was caused by there being any more butter, or any more eggs than usual, and remarked that the only way he could account for it was that the poor people were eating their bread without butter, and that they had no thought of using eggs, and he told the free trader that if he could find any consolation in such a condition of cheapness he would have to enjoy it all alone; that the fact that others were enduring privation held no gratification for him, and charged that men who could find pleasure and enjoyment in such conditions were not less than cheap skates themselves.

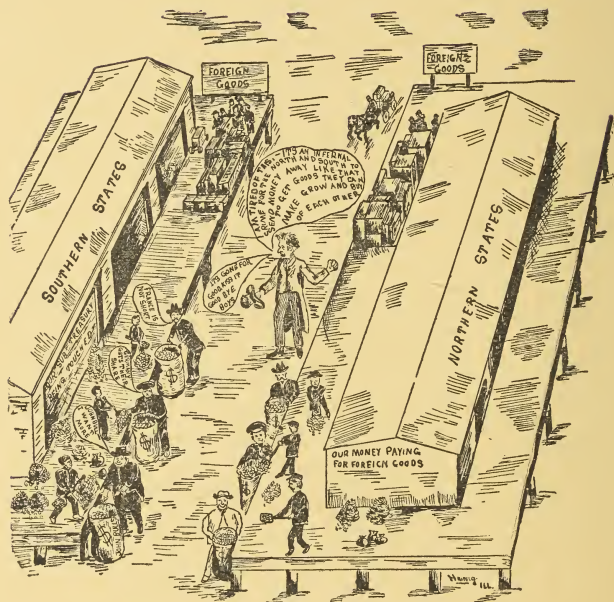
One million dollars per week for wool going out of our country so the papers have been telling us for a long time, Mr. Labor, but I think for the past few weeks it has been more than that, for they have been rushing wool in to avoid the Dingley bill tax. How do you think we Ohio Farmers who keep a

few sheep, or want to keep a few, like that, Mr. Labor?

*Labor.* It is a great injury to you, Mr. Sands, and I should judge it would make you very sore.

*Mr. Sands.* Yes, but we are somewhat accustomed to it now. You know, Mr. Labor, you can become so thoroughly accustomed to an old sore that it loses part of its sting. When I first learned that a lot of other fellows held the markets of the world on wooden shoes, leather coats, and the gloves that nature started mankind out with, in the hollow of their hands, it nearly took my breath. I had become so wrought up with the idea that I was going to have a chunk out of nearly everything on earth tossed on to my farm, and everything was going to be so smooth and easy with me, that I just drove down to the store and loaded my big wagon box full of everything nice,—things my family never had before, and told the merchant to charge it, that I would be back in a few days and pay the bill, and get a lot more.

Do you know, Mr. Labor, that I haven't paid that bill yet? I had to give the merchant my note and pay interest on it. Of course, I am all right; I had loaned some farmers, that were in the wool and sheep business, some money, but they haven't been able to pay even the interest. I am well secured and could force them to pay me any time, but they are not to blame and are good fellows. It would be mean in me to push them in so much as I voted the nasty times on to them. One of them told me that free wool would shut him up while it lasted, and advised me not to vote the ticket I did.



THE NORTH AND SOUTH BUYING GOODS OF  
FOREIGN COUNTRIES

I told him what I had heard about the markets of the world, and about getting things so cheap, etc.

He asked me then if anybody had hit me on the head with anything hard, like a policeman's club, or the coupling pin to a freight car?

I said, "no," and wanted to know why he asked me such a question.

He said I talked like my old scull had been cracked.

I told him I didn't like that remark, and that I had as good a right to an opinion as he had.

Yes, he said, but you have no right to go crazy from choice. And then he went on and gave me hail Columbia. He said I was an old hog; that I was always grabbing for everything in sight and wanted some one else to pay for it. He said that the jingle of a ten cent piece going down into my pocket would remind anyone of that old camp meeting song, "Farewell, Vain World, I am Going Home."

You are one of the blind, too, he said, that plan to tramp all kinds of money into the mud, chasing after a dollar that cannot be had. He told me if I would try to get what I wanted in a decent kind of a way I would grow better looking. He said I was hunting for something I could get for nothing so hard that my eyes were growing squinty.

I tell you, Mr. Labor, by the time he stopped talking I was angry, and if his notes had been due I would have made him pay them right there, but he had only had my money for about six months, and I had loaned it to him for a year. I did not go near him again for a long time; I did not like his guns, or the way he fired them. I had made up my



mind, though, that when his notes did come due, if he was in any shape so I could do it, I would break his back, but before that time rolled around, Mr. Labor, the squint he told me about began to get out of my eyes, and what he had said had a different look to me. I knew he was a man who studied all questions closely, and it dawned upon me that he had a pretty clear idea of what was in store for us. I have heard him say since, though, that times were three times as bad as he ever thought they could be.

I listen to every word that man says now. His name is Dutcher, and he will tell you just what he thinks every time. I have studied myself a lot, Mr. Labor, since he held that mirror up in front of me, and as soon as the Dingley bill is a law I will make him acknowledge\* that when I pull a ten cent piece out of my pocket the lad will sing, "Here I am born again in the best of cheer. Watch me now while I go on a lark."

It is pretty slow work, Mr. Labor, for farmers to make money, and we people in Ohio have felt the pinch worse on account of free wool than any other single thing that has gone the wrong way.

*Labor.* I do not see, Mr. Sands, that you are entitled to much sympathy. You have means, and was in a sense fortified for the struggles that we have passed through.

*Mr. Sands.* Very true, but I have not made any money. We never feel real good when our resources are not growing stronger.

*Labor.* You must not forget, Mr. Sands, that you have, as a farmer, resources that your family and you can depend upon for nearly every necessity of life, even though you sell but very little of anything.

Farmers can avoid becoming dependent during such a siege as we have just passed through easier than any other class of our people. You can, in a sense, live a long time without selling, although there is nearly always some kind of a demand for something you may have to offer, but you will admit, I know, that you can keep what you have to sell and exist, but how is it with the man whose only resource is from the sale of his days works. You cannot dispute that it must be a great question with him how he is to live when he is compelled to keep his days works; you can nearly always accumulate on your farm and sell later, while the workingman's accumulated unsold days works are absolutely without value.

*Mr. Sands.* I have been studying that phase of the question these last few days, Mr. Labor, and I had already discovered what a debt we farmers owe the people who have only toil to sell, and how shameful it is when we vote a ticket that forces those people to keep that toil; when not sold, as you remarked, it is absolutely without value.

What an excruciating pain it must be to a robust head of a family when his means are all exhausted, and he finds it impossible to dispose of his days works.

Up to the time that Mr. Dutcher so frankly pictured to me the narrow channel in which I was living, I had never given these questions a passing thought. I was quite positive they did not concern me. What has overtaken our people since then, together with what he said and the information gained at this school, has brought home to me this higher and broader sphere of life.

A man suspended in some frail way at a dizzy height, seemingly beyond the power of aid from those below whose attention he can attract, and all avenues cut off whereby he can relieve himself, must be partially in the frame of mind of the fond father and husband whose table, chairs, cook-stove, dishes and beds have already been exchanged for food and yet not a semblance of an opportunity to dispose of a day's work in sight, and the attention he can attract is only that of people whose distress is equal to his own.

When such conditions, Mr. Labor, are due to the fact that other countries are shipping their days works into the United States and our people are buying them, it is a sad thought, and whether they are cheaper or not, the principle is wrong. The squint is getting out of my eyes, and I want to help if I can; and I can help when I vote, and I will. By thus voting, too, I see now I will be helping my own family. I want the wage earner of our country to wear Ohio wool. I know, Mr. Labor, some will charge that this is a selfish and narrow view to take of a question so broad, but if we carry the day we will do it on selfish lines. Men are too much in the condition I was before Mr. Dutcher overhauled me. There are enough people on the selfish end to give us the day when it is all understood, and give it to us to keep, too, but people must not flatter themselves that the free trader is dead, or that we are not going to hear from him again, for we are. Some of them are scolding me good every time I meet them for changing my mind, and they say I will be back in the old lines when election comes around. I tell them I want to remain and vote with them, but if I

do they must not put up any free trade candidates on their tickets, and I have only commenced telling them, Mr. Labor. I intend to fire hot shot into them after this.

I don't want to keep my wool, or take half price for it in order that foreign countries may have our market, or divide it with us on wool. I had rather they would sell their wool here, though, than to have them make it into cloth and send the cloth here. If our laborer can sell the days works to make the cloth, he will be better able to buy a steak out of a steer I may raise than could possibly be the case if the cloth were made in some other country. I am getting my eyes opened wide enough, and they are open wide enough, too, to see that if we farmers can sell the wool we will have more money to buy the cloth and clothes with.

This you see, Mr. Labor, brings us right up to the point again where we are helping each other when we are all wearing and in every possible way using American wool manufactured at home. The American manufacturer who wants foreign wool should not grumble if I buy foreign clothes, but we are two fools and it is a Kilkenny fight when we do either.

Some say our wool is not of the right quality. That kind of talk, Mr. Labor, is subterfuge pure and simple. We can raise good enough wool for any lords to wear. I have seen as good cloth made in this country from our own wool as need ever be laid on any counter, and that, too, in the face of but little encouragement to our manufacturers to make that class of cloth, just because our fine cloth people want to say they wear only imported goods.

Induce our people, Mr. Labor, to use fine Ameri-

can cloths and our manufacturers will surprise them with the elegance of the goods they can make, but they do not want to make fine cloth and keep it, and we need not think they are simple minded enough to do it either.

Think, Mr. Labor, of a million dollars a week for wool leaving our country. How much more of everything would we farmers and the sheep ranchmen of the West buy if we could have that money? That money, Mr. Labor, belongs to our country as a nation just as much and in the same sense as the money I sell a steer for that I have raised belongs to me and my family. All we are as a nation is a larger family; then why should we as a nation, or a larger family, buy of other countries just what we have to sell any more than any single family should purchase of a neighbor just the very same article that such single family has at home and is looking forward to the time when a customer will be found to buy it?

This was all illustrated by Mr. Williams when he asked how he would look buying corn of a neighbor to fatten his hogs when he had a crib full of corn on his own farm.

This holds good with manufactured products as well as grown products, as has already been cited. The principles involved were made plain in Groversville, where the identical workman identically bought himself out of a job.

Our national officers are at the head of our larger family the same as my wife and I are at the head of our family, and such national officers planning for our people to purchase from foreign countries just what we have ourselves, and what we can

manufacture, has just as little business prudence as my wife and I would show in planning to accumulate all possible for our children, should we buy our milk and butter and let our own cows go dry.

*Labor.* We see, Mr. Sands, that you are becoming quite a protectionist.

*Mr. Sands.* Yes, Mr. Labor, I am forced square about. This light is old to you but it is new to me and it dazzles me more, a thing new light always does. You no doubt have thought these things out a thousand times until the thoughts have become old and rusty, but to me they are bright and new and possess a special lustre.

I never brought national affairs down to my farm or some one's store or factory before. When we look at it in the right way, our government is a huge business affair, but on so broad a scale that it staggers our comprehension.

As a rule, what will harm us as a whole will harm us in fractional parts. No one would dare argue that we should buy all our wool from other countries, and now that it cannot be *honestly* proven that we cannot raise a good enough grade of wool, why should we purchase a fractional part even away from home?

This principle holds good with days works stored in manufactured goods or anything else we have to sell, Mr. Labor, and will continue to hold good so long as ours is by far the greatest single market in the world, and, in a sense, nearly equal to all the other markets of the world which so many howlers, to whom I was simple enough at one time to listen, have been so solicitous about.

If the markets of the world were ten or twenty



times greater than ours, as is the case with any other country, it would all have a very different look to it. So long, though, as our market approaches one-half in dollars and cents the total markets of the world, and our part of it is the only portion we can control, my ears in the future, Mr. Labor, shall not be open to quackers about the markets of the world.

*Labor.* Is there any labor required in growing wool, Mr. Sands?

*Mr. Sands.* If we farmers hired and paid for all the attention given to our sheep from the time they are lambs until they are grown it would cost us more than the wool and sheep would have sold for in our markets the past few years. We, as a rule, do most of the work ourselves, and our children before they are old enough to assume heavier duties aid us materially in looking after the sheep in a small way. At washing and shearing time, as a rule, extra help is employed.

Selling our wool and what increase of sheep we want to dispose of is simply getting pay for our days works, Mr. Labor, and the price the wool and sheep bring tell whether we realize good pay or small pay for our labor.

It is rare, Mr. Labor, that a farmer owning 100 acres of land or more does not consider it profitable to keep a few sheep. Up to a certain number they can be carried along on a farm, and what they consume during portions of the year hardly be missed. Sheep appear to be a sort of requisite to a farmer's equipment and an adjunct of no trifling importance when rounding up the yearly receipts. Especially is this true when we can depend on having our own market to ourselves for both wool and woollen goods.

I have here, Mr. Labor, some comparative data relative to the wool industry under the McKinley bill and the Wilson bill that is very significant. This is what I referred to in the outset, and claimed then that I felt confident after hearing it read you would consider it of sufficient importance to include in your report.

WOOL—A STUDY FOR FARMERS IN FREE TRADE.  
No. 395.

IMPORTS OF WOOL.

Calendar year.	Pounds.	Value.
1891 .....	139,317,571	\$18,798,402
1892 .....	167,784,490	21,190,639
1893 .....	111,752,368	13,953,549
1894 .....	115,736,820	13,862,512
<b>Protection average....</b>	<b>133,647,812</b>	<b>16,951,286</b>
1895 .....	248,989,217	33,770,159
<b>Free trade increase....</b>	<b>115,341,405</b>	<b>16,818,883</b>

Free trade in the raw material of woolen manufacturers means nearly double the quantity of foreign wool used here, to the detriment of American wool, and just double the amount of gold sent abroad to pay for it. The extra \$16,818,883 shipped to foreign farmers would have served a much better purpose had it been distributed among American sheep-raisers. It would have helped our own people wonderfully in paying interest on their farm mortgages, perhaps in preventing the mortgages on their farms, or in improving them, or in paying off a little of the village store account. But farmers must not expect this under free trade. They can only wait patiently until we have a Congress in favor of protection and

a President in 1897 in favor of protection, when, we trust, such a tariff law will be enacted as will exclude every pound of foreign wool, and enable American farmers to secure the whole of the thirty-odd millions of dollars of gold that we shipped abroad last year to pay for it.

WOOL—BEFORE AND AFTER TAKING FREE TRADE.  
No. 396.

Imports of—	1894.	1895.
Wool.....	\$13,862,512	\$33,770,159
Shoddy.....	533,310	2,759,478
Woolen goods.....	16,809,372	57,494,863
Totals.. ..	31,205,194	94,024,500
<b>Free trade loss.....</b>	... ..	<b>62,819,306</b>

WOOL—COST OF PRODUCING.

No. 397.

A communication from Hon. Charles Hilton, an extensive wool grower of Eastern Oregon, states the effects of placing wool on the free list in Oregon as follows:

THE DALLES, ORE., Dec. 6, 1893.

"I have been engaged in the business for eighteen years, and have run from ten to twelve thousand head. I have made it a point each year for a period of thirty days to accurately ascertain the actual cost of all my sheep camps in the way of supplies, and you can accept the following figures as trustworthy, since they are an average from all these records:

COST OF RUNNING 2,000 SHEEP ONE YEAR.

Herder, at \$35 per month.....	\$420
Board, at \$15 per month.....	180
Camp tender to help move and furnish camp.....	200
Salt, 2 tons at \$30.....	60

Hay, 50 tons at \$8.....	\$400
Extra help during lambing season.....	100
Extra help during winter feeding season.....	50
Shearing 2,000 sheep at 7 cents per head .....	140
Board of Shearers.....	30
Extra help sacking wool, etc.....	25
50 wool sacks at 40 cents.....	20
Feeding horses used to supply camp, etc.....	180
Shoeing horses used to supply camp, etc.....	36
Furnishing camp, tents, blankets, rope, etc.....	30
Hauling 16,000 pounds wool to railroad at $\frac{3}{4}$ c.....	120

Cost of 16,000 pounds of wool as per above.....	1,991
16,000 pounds of wool, at 6 cents.....	\$960
700 lambs, being increase, \$1.25.....	875
	<hr/>
	1,835

Net loss on above basis.....\$ 156

"The only possible reduction that can be made in the cost of running a band of sheep is in wages, as the plow has driven the stock so far back into the hills that the cost of feed is greater, as there is so little land that will produce, and freight to and from the railroad figures largely in supplying salt and other supplies in shipping wool.

"Thus you will see that at 6 cents per pound for wool, which is the highest price we can expect with free wool for the class of wool raised here, calculating the weight of each fleece at eight pounds, which is about the average, and the increase at 35 per cent. (which is all an ordinary band of stock sheep will produce, as we have to carry the males until two years old and past before they are suitable for market and cannot breed the ewes until two years old) the owner would be about \$200 loser on the year's work. This, leaving out of consideration all the taxes, interest on capital invested, and wear and tear to camp accoutrements, which is considerable.

"For the last four or five years I have averaged 15 cents per pound for my wool and \$2.75 for my mutton sheep. The latter cannot now be sold for more than \$1.50 (at the ranch), and our wool is now being sold in Boston for 10 cents. The cost or freight, including insurance and commissions, amounts to about 4 cents a pound.

"There is one thing which you may not have had brought to your notice, and that is that destruction of the sheep industry means the abandonment of thousands of acres of land which now furnish good sheep pasture in Eastern Oregon.

"The only vegetation which now exists is weeds and the small sheep grass which will support nothing but sheep, and upon which they will thrive; take away the sheep and this is waste land and can never be anything else.

"It would be impossible for us to continue the business under free wool; we would have to quit breeding and dispose of our sheep for mutton as they become of suitable age.

"When the industry is destroyed in the United States, I apprehend, the foreigner will raise the price of wool probably to more than we have received under protection; but we will have no sheep, and it takes a long time to stock up a range, as sheep do not increase very rapidly."

#### WOOL—EXTENT OF DESTRUCTION.

No. 398.

Do our free trade friends know the magnitude of the wool-growing industry which they have destroyed? There were 700,000 wool growers in the United States—700,000 people whose principal industry was that of growing wool. There were prob-

ably 150,000 more who were owners of small flocks of sheep in the United States. This industry employed, besides the owners of flocks, at least half a million laborers, representing, with those who were dependent upon them, 2,500,000 people dependent upon the wages paid to laborers in this industry. There were 700,000 farms, averaging 160 acres each, devoted to the industry; and the mountainous regions of the great West and the vast plains of the great West, which are not suitable for other kinds of agriculture, which are not suitable for cultivation, have been utilized in this great industry and made valuable. These 700,000 farms, of 160 acres each, comprising 112,000,000 acres of land, are made valueless by placing wool on the free list and destroying this great industry.

A statement from Hon. W. W. Baker, editor of the North Pacific Rural Spirit, shows that in Oregon, Utah, Washington, Idaho and Western Montana there were 6,710,746 sheep, which were worth in 1892, prior to the Presidential election, \$13,421,492, and which are worth in 1896 no more than \$6,710,746 showing a falling off in the value caused by putting wool on the free list.

#### WOOL—FALL OF FOREIGN PRICES.

No. 399.

Free traders have been fond of drawing comparisons between the lower price of American wool under the McKinley law and prices current previous to 1860. It is true that previous to 1860 the clean scoured value of Ohio XX was 80 cents, and its clean scoured value under the McKinley law before it was menaced with repeal in the early part of 1893 was 70 cents—a decline of  $12\frac{1}{2}$  per cent. This fact has



been given great prominence, but the advocates of this view have been ominously silent as to the 46 per cent. decline in London in wool of the same kind and quality during the same period. For some years previous to 1860 the London value of Australian clean scoured wool similar to XX Ohio was 65 cents, but in 1893 its value was only 35 cents—a decline in the free trade markets of the world of over 46 per cent., as against a decline under protection in the United States for wool of the same quality and condition of only  $12\frac{1}{2}$  per cent. Further evidence of this fact, but exhibiting a still greater decline in foreign markets, is shown in the publication of a table by Messrs. George William Bond & Co., of Boston, giving all kinds of colonial wools imported into England and America in 1860 and in 1893, showing a falling off in value in that period of over 51 per cent.

The importation of colonial wools into Europe and America at various tariff periods between 1860 and 1893, with approximate value per bale, in English money, was as follows:

Year.	Bales.	Value per bale.	Year.	Bales.	Value per bale.
1860.....	266,000	£25 $\frac{3}{4}$	1883.....	1,253,000	£16 $\frac{3}{4}$
1868.....	639,000	18 $\frac{1}{2}$	1890.....	1,699,000	14 $\frac{3}{4}$
1869.....	657,000	13 $\frac{3}{4}$	1893.....	2,074,000	12 $\frac{1}{2}$

A decline of  $51\frac{1}{2}$  per cent. in 33 years.

WOOL—NECESSITY FOR PROTECTION—FREIGHT CHARGES.

No. 400.

Today we have 38,000,000 of sheep in the United States, 26,000,000 of which and nearly 70 per cent. of

all are located west of the Mississippi river. The freight on the wool from these sheep from the ranch to the Eastern markets varies from two to three cents per pound, while the freight on wool from London is only one-fourth of a cent per pound. How can the American wool grower pay from 800 to 1,200 per cent. more freight than his foreign competitor, when the freight alone under such unequal competition would of itself bar the American wool grower from his own market? Thus, with the removal of protection, the difference in freight alone is against the American wool grower, so that he is compelled to go out of the business.

WOOL AND WOOLEN GOODS—IMPORTS—INCREASE IN  
TEN MONTHS.

No. 401.

Imports for ten months.	1894.	1895.	Increase.
Raw wool, pounds.....	83,223,270	211,057,038	127,833,768
Shoddy, ".....	1,081,441	17,823,008	16,741,567
Carpets, square yards...	265,314	829,423	564,109
Clothing, value.....	\$673,088	\$1,296,210	\$623,122
Cloths, pounds.....	5,317,056	34,573,887	29,266,831
Dress goods, sq. yds....	32,761,465	25,976,470	*6,784,995
Knit woolens, value....	\$593,669	\$1,988,349	\$1,394,680
Shawls, value.....	\$69,553	370,264	\$300,711
Yarns, pounds.....	383,985	3,383,285	2,999,300
All other woolens, value.	\$542,235	\$1,919,785	\$1,377,550

\*Decrease

WOOLEN INDUSTRY VS. WHISKY TRUST—FREE TRADERS  
LEGISLATE AGAINST FACTORY AND UPHOLD  
DISTILLERY.

No. 402.

Census Bulletin No. 380 calls attention to the fact that 440 establishments engaged in the manufacture

of distilled spirits, with a capital of \$31,006,176, and turning out a product of 104,197,869 gallons, employ but 5,343 persons, at wages of \$2,814,889; while 1,454 establishments are engaged in the woolen and worsted manufactures, with a capital of \$199,075,056, turn out a product of \$212,772,629, employ 122,944 persons, at wages of \$132,977,104. The woolen business has seven times the capital, twenty-five times the laborers, and pays fifty times the wages. But the Wilson bill reduced the tariff on the woolen schedule three-fifths, which has caused a reduction of wages and a closing up of factories, and has increased the tax on spirits for the benefit of the whisky trust. Verily, great is the free trader's love for the "honest toilers."

*Labor.* I am pleased, indeed, Mr. Sands, that you can give us such important statistics, and if you will bring them to the platform I will see that they find a place in our report in connection with what you have to say. The cost of raising sheep on our western ranges is more than acceptable.

*Mr. Sands.* Yes, Mr. Labor, until I saw Mr. Hilton's figures on cost of raising ranch sheep I had an idea myself that the stock on such a ranch grew and came to the shearing age with practically little, if any cost. The number of people employed in the sheep industry, too, was a very great surprise to me. We can hardly realize how large and extensive our country is. Wool and lumber both on the free list in the Wilson bill has done untold injury to us all. I remember meeting a sheep ranchman in 1894 and he told me he had seen sheep sell at fifty cents a head that had formerly been worth \$2.50 each. I suppose someone bought them at that price, Mr.

Labor, to take them into the markets of the world, as it requires about that kind of figures and prices to get into that large market successfully.

The figures that we have just read show that 700,000 of our own people were directly affected by free wool. Mr. Hilton claims that prior to the free traders coming into power he had realized fifteen cents per pound for his wool; after they came into control six cents per pound.

What did this mean to the people west of the Mississippi river where 70 per cent. of the sheep were owned? Is it any wonder that money went out of circulation there?

It cannot be possible, Mr. Labor, that any honest man who is well informed can approve of free trade or low duties any longer. I think such a strictly honest man must have peculiar aches and pains. I know plenty of persons who have lots to say about others being dishonest, and some of these same fellows print a lot about it, but that does not prove to me that they are honest. The man who has printed the most about dishonest people is in jail now.

So I do not mean a strictly honest man when talking about tariff duties. All that I want to convey is that when a man is dishonest with himself as to the best method he can adopt to apprise the people of that fact is to proclaim in the loudest possible voice that he is in favor of free trade, or tariff for revenue; that is, if he makes his living by manufacturing any given article and he has occasion to invest in that article, that he purchase a foreign make instead of one that he made himself.

The latter plan might give him a chance to make a duplicate to take the place of the one he pur-

chased, but he don't want to do that; he wants a vacation.

Such a d——n fool, Mr. Labor, I call dishonest.



## LESSON XIII.

Labor, addressing a gentleman and calling him Mr. Hubbell, said:

"I promised you an opportunity to say a word, Mr. Hubbell, relative to the industry of ship building; we will listen to you now."

*Mr. Hubbell.* I suppose, Mr. Labor, the first you will expect me to undertake will be to name the parts of a ship that do not consist of labor, or days works.

*Labor.* Yes, Mr. Hubbell, it is to determine what there is besides days works in any finished article or product that we take up.

*Mr. Hubbell.* We will consider, then, that our ship is to be propelled by steam, and one good way to find what part of it is not days works is in our mind's eye to take the days works all out of it, and then endeavor to appreciate what kind of a ship we would have left. I could not from memory, Mr. Labor, enumerate all that enters into the construction of a ship, and it is not essential that I should.

*Labor.* No, Mr. Hubbell, the details are uncalled for; all we want are the principles involved.

*Mr. Hubbell.* A great deal of value, Mr. Labor, is found in what is called the raw material that is required to build a ship that would cost when completed one million dollars. We take the lumber, iron, zinc, lead, copper, cotton cloth, silk, woollen goods, asbestos, material for caulking, paints, chemicals, and a host of things that it is difficult to call



to mind, and it is plain that we would be unable to make anything like an accurate estimate of their worth.

*Labor.* You do not call what you have named raw material, do you, Mr. Hubbell?

*Mr. Hubbell.* That is the term such goods are known by; at least, a large portion of them. Of course, when boilers and machinery are put into a vessel they would hardly be classed as raw material, but the pig iron is that from which the various parts start. The sheet iron and such commodities, including carpets, draperies and many furnishings, if passenger and freight craft, as many today are, would not be classed as raw material, but you have only to go a step back with any of them until they are looked upon as such.

*Labor.* After taking that step back to where you say it is looked upon as raw material, what does it represent, Mr. Hubbell?

*Mr. Hubbell.* It represents days works more by far than anything else. We have virtually to carry it all back into the earth and into the trees in the woods, or to the silk worm tree, if you demand that true raw material is only such commodities as have not been touched by toil.

*Labor.* We claim, Mr. Hubbell, that raw material is a commodity that money has not been invested in, turning it over prior to anyone having moved or changed it in position, or in any other manner, whereby it has taken on value by such moving or changing.

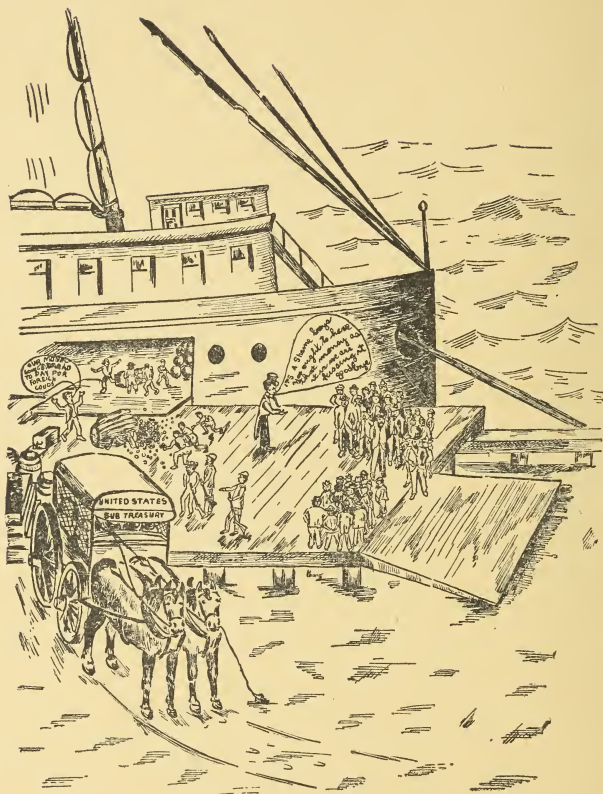
*Mr. Hubbell.* You would not claim, Mr. Labor, were I digging a cellar and had shoveled a load of dirt on a wagon to get rid of it, that the dirt had taken on value?

*Labor.* Are you seeking to be technical, with a view to embarrassing us, or with a view to a better understanding? The dirt you mention would, of course, have no value, Mr. Hubbell, except you wanted to use it to fill in somewhere, but the space it had occupied has taken on value to you. In your cellar you were not taking out material, you were simply getting rid of something that you had good reasons for wanting out of your way, the same as you would remove earth in order to reach ore of some kind, when the cost of moving the dirt would have to be added to the ore, although the latter would not, after taken out, have any stamp on it that indicated this part of the labor that was in it, while your cellar would indicate this particular labor.

Thus it is with everything, Mr. Hubbell. In some portions the days works are plainly seen, while in others they are not.

The principle involved is what we are aiming to establish; that is, the days works contained in all possible products, and the days works contained in material which enters into such products, that language today unjustly classes as "raw." These principles, we say, Mr. Hubbell, we have no fears of anyone upsetting. They are plain to everybody, and what we desire is that in the future writers and speakers shall recognize them and class them in their true light, that the masses may not be misled by the jingle of adroit words from those who find remuneration politically, or in some other way, in thus misleading.

*Mr. Hubbell.* Do not think for one moment, please, that I would intentionally do anything to embarrass. I am in accord with your motives fully, Mr. Labor.



OUR MONEY GOING AWAY FROM HOME TO PAY FOR  
FOREIGN GOODS, AND UNCLE SAM CONVENING THE PRINCIPLES  
TO OUR SOLE LABOR

I see as you see and I firmly believe you are ~~over~~living in the true interests of every American citizen. I was with my question as I put it urging to further clearness, that not one shall fail to catch and comprehend the points that are so important to us all.

I am conscious of the fact, Mr. Labor, that first you want to establish that everything known to man, after deducting nature's share, is brought forth through toil and days works. After that you want, in the best and clearest manner possible, to illustrate the importance to our own people of having those days works done at home, that we may have the money for that toil to put in circulation here at home.

*Labor.* You are correct, Mr. Hubbell, as to our aims and intentions, and when our people all thoroughly understand these questions it will be difficult to find a man or a politician who will admit that he ever favored free trade or a tariff for revenue, or anything leading in such a direction.

*Mr. Hubbell.* True enough, Mr. Labor; when the people are all faced one way on these principles, as they some day will be, you will not be able to find a leader who will admit that he ever looked in any other direction any more than you can find a man living today (and some of them are living) who will confess that he ever cast a vote in sympathy with our old slavery laws.

The *object lessons* of the last four years should have settled the question of whether it is to our interests in this country to buy days works at home, and thus keep our money at home, or buy the same days works of some other country and send our money to that country. But, Mr. Labor, the question is not settled and you will see proof that it is not when the

votes in the Senate of the United States are recorded for and against the Dingley bill.

I admonish all protectionists, provided there is a majority in the Senate for the bill, not to lose sight of the opposition it will meet there, for it will signify that the opposition is going back to its following to retouch and embellish anew their already strained picture of things cheap.

They will find men who have days works only to sell who will listen to them when they charge that the man who buys such days works is a robber, and these same sellers will accept their counsel when they advise them to vote that man out of the market as a buyer, which they do in principle when they vote for free traders, or for candidates in favor of a tariff for revenue only.

When our buyer is out of the market for days works in our own country it means, Mr. Labor, that some man in some other country is buying those days works, and he is buying them at his own home, and our people are keeping theirs. How plain this is, and how easy to be seen, and yet we have sellers who vote a ticket which forces them to keep their days works. It must be that they do it to have something to kick about when the future want that is certain to come has its fangs upon them.

No, Mr. Labor, when a ship goes back emphatically to raw material but little of value can be found. It is days works it represents when completed and it has been virtually purchased of labor, and all that is to be built or manufactured for the future is stored up in days works in human beings. Shall we purchase what we want of our own people or buy it of some other people and let our own come to want?

We have sellers enough to control this question. Then why do they fail to understand and protect themselves?

What a ship building people we might be, Mr. Labor, if our Government would only extend the proper encouragement.

Our daily papers, magazines, and prints of every type is full of complaint, and has been for years, of the miserable showing our merchant marine makes in comparison with other countries. Why, I ask, Mr. Labor, has this nature of investment been so thoroughly neglected?

*Labor.* Undoubtedly, Mr. Hubbell, it is because capital always seeks the plainest investment and that which is the most inviting. Our country is so vast, and the demands for development so urgent, that it is rare our capital is not all tied up on shore before it has had time to study the broad seas.

In place of any of our money seeking investment away from home, capital from other countries is seeking investment with us, and so long as we are a magnet of sufficient strength to attract this latter into our midst, having passed all ship building inducements on its way, it would appear idle for us to attempt to persuade our capital that there was the least possible occasion for it to go out of sight of land.

*Mr. Hubbell.* May not our weakness in this direction prove unfortunate for our people some day, Mr. Labor? Or, on the theory of the political economist of "the greatest good to the greatest number," would you counsel to protect our own market for our own people and in exchange give up the ocean carrying



trade to other countries as a measure of compensation for their loss of our markets?

*Labor.* You say *our* markets, Mr. Hubbell. If they are *our markets* how can foreign countries lose them, and what compensation do we owe other people for a thing that is our own? We have made our own market, the title is in us, why deed it away? Why deed our rights on the ocean away, or lose them by default?

You ask if it may not be some day unfortunate if we continue to neglect them, and I answer that manifestly it will be seriously unfortunate. I shall take the ground that the greatest good to the greatest number demands that we fulfill our broad sea privileges. We are the liberty loving and liberty distributing people of the world, and apart from our own interests we unquestionably should be prepared to perform a mission on the ocean as well as on the land.

Regardless of the uneducated masses that have been thrust upon us in recent years, we are the most enlightened and the richest in intelligence as a people of any that inhabit the earth. Our opportunities and our ability to achieve, and means to execute, outrank any other country, and, if our Government so wills, can be made to outrank them all combined. Why should we leave it to posterity to charge that we had been sleeping while on duty?

Suppose the Dingley bill becomes a law, Mr. Hubbell, as we have every hope and faith to think it will, and we protect our market as we should for a long term of years, do you not anticipate that sooner or later we will have dull seasons through over production? And a term of such a character

not so far away as we might hope for, either? Should we not be awake to the future on these lines and discover, if possible, what dykes can be placed to prevent our being thus submerged? Should not our Government pay strict attention to the growth of our consuming ability in order to defeat the stings from over-production, or at least to bend to the minimum in them so far as it rests within their power to do so? In what direction does there so broad a field offer so little resistance and invite so appealingly as does the improvement of our merchant marine and our whole carrying trade?

*Mr. Hubbell.* Yes, Mr. Labor, every conceivable signal is up to guide us in that direction, and what a power of consumption for our grown and all manufactured products the forces required in constructing and sailing such fleets (as it is due our country to possess and control) would be. All our farmers, and all sellers of days works in other industries, every one of them (and all Americans) are interested. The farmer, because of their consuming his products, and the sellers of days works in other industries because of their consuming such products as they manufacture. To the latter, too, it gives still more when it gives additional employment to the working masses.

If I can find all I want to do in ship building, Mr. Labor, I shall not be found crowding to get into other lines. The same will prove true of the man who is inclined to become a sailor; if he finds plenty of opportunity in the direction his tastes run, not even his shadow will be found contending in other pursuits.

Our Government ought to have a paid commission

studying these questions, with the view of adequately disposing of our future possible excess of days works, in the interests of directing and placing them as fast, if can be, as they accumulate, but it would be futile to undertake such a mission except under laws whereby our country controls our own market.

Everything today, Mr. Labor, is divided into classes. We have the business lawyer, the real estate lawyer, the patent right lawyer, the railroad lawyer, the criminal lawyer, etc. No one man any longer attempts to cover it all.

How can I except I neglect my calling as a ship builder think of studying the demands and requirements of all? These questions should, however, be more thoroughly studied with the view of placing and directing than they are or have been, and who is there to do it with a semblance of success except the general Government through a competent agency?

I firmly believe we are on the eve of a prosperity that will astound us all; that will go as far beyond the limits of what we look for as the recent blight carried us beyond any possible expectations in the direction we did not care to go. Despite the unlooked-for strain, we have weathered the contest nobly, due wholly to the abundant riches gathered during a long term of protection to our home industries.

We were in a large measure prepared, Mr. Labor, for the calamity which came to us, and while a great number suffered, and suffered intensely, what has that suffering been in comparison to what it would be were it just beginning today in our present state of preparation?

If the past four years' object lesson fails to reform those delving in Political Economy, the free trader and the tariff for revenue people who brought the depletion to us, we shall have to give them up as lost, and in a magnanimous way urge Kind Providence to lead them into more profitable lines.

Other important nations are doing all they can find to do to encourage and sustain their merchant marine, and why, Mr. Labor, should not our Government strike now and strike hard in a like direction?

It will be a greater problem for our people to solve than it is with many older nations which have surplus capital that is constantly seeking investment. Large quantities of that capital come voluntarily to our interior, as you have already said, Mr. Labor, because it can be profitably employed whenever our condition is normal. If foreign capital can come inside our lines and do well, why won't our own naturally remain inside?

If our interior is inviting to foreign people, and they come within our lines and remain here, as they do, why won't the same incentive hold our own young people within those lines, and thus prevent their seeking the high seas for maintenance?

It is a plain case to me, Mr. Labor, that if our capital and our people go to sea to find bread and support during the coming one hundred years in sufficient numbers to make the showing on the broad ocean that we should make, our Government will have to offer all the inducement that other nations offer, and many, many times more inducements.

When we have less room, and fewer opportunities in our interior, our capital and our people may vol-

untarily go to sea to remain there, but until then, except through some special pull, never.

It is on account of this phase of the question, Mr. Labor, that our merchant marine has gone the wrong way for the last fifty years, and all the charges and all the claims above and below cannot change it. The very good reason that other countries have thrust themselves upon our oceans is because the situation with them is diametrically opposite to our own. They are crowded with both capital and men, and aside from a greater inclination for both to go to sea on account of restricted opportunities in other directions, their governments offer special inducements for them to do so.

Some of our free trade friends, Mr. Labor, who are so liberal in citing free trade countries to us, should explain why such governments make it practically prohibitory to ship goods into their own country except in their own ships, or ships flying such country's flag. What is this but protection of what they see it to their interest to protect, and it is done with a vengeance, too.

Were all the conditions between our country and the leading foreign countries reversed they would shut us out of their markets too quick, the same as they force all freights it is within their power to control into the bottoms flying their flags.

Building ships is days works, Mr. Labor, and sailing them is labor and hazard combined. Our country should build from 25 to 100 where it builds one, and they should all be flying the American flag. The high seas should be dotted with them, but if they become numerous in the near future it will be the result of Herculean efforts on the part of our Gov-

ernment to influence capital and men in that direction. There is no question but that steps should be taken at once on these lines, Mr. Labor, and the two reasons you have pointed out are plenty. First, to increase our ability to profitably consume and thus swell the strength of our own market; second, that we may be better equipped for contingencies either peaceful or otherwise, and when the time comes, if it ever does, that we acquire these avenues of industry in order to provide a market for our unlooked after increase of days works to sell, we shall appreciate the sagacity of those who were instrumental in bringing to us such achievements.

I hope no one will conclude that the three features we have noticed, Mr. Labor, include all the advantages to be gained by an extensive merchant marine of our own. Conspicuously flying the American flag in other countries is an advertisement that is real, and our own men beneath those flags in a manner becoming agents for our products, might in time make these markets a fractional part of what the "markets of the world" howler has been picturing to us the last two decades.

Don't for one moment, Mr. Labor, let one individual infer that I would lose sight for a single instant of the importance of our own market. I will predict, now, that for every dollar that we ever increase our sales in the markets of the world, we will, provided we protect our own market as we should, increase our sales from five to ten dollars at home.

I pity the political party, Mr. Labor, which first attempts to subsidize our ship building and ship carrying interests. To meet with a marked success



in that direction will require appropriations of vast sums of money by our Government, and the party in power making such appropriations will be charged with willful extravagance, thieving, slaughtering, and the multitude of reproachful invectives that are constantly lodged in the demagogues domain of thought and study.

*Labor.* The leaders of all political parties can, if they will, come to an understanding on this important question and place it on so high a plane that it will be entirely out of the reach of the demagogue, Mr. Hubbell.

*Mr. Hubbell.* True enough, Mr. Labor, but can they manifest good sense sufficient to do that?



## LESSON XIV.

*Labor.* We have had some very liberal donations this morning and on this occasion there are no checks; it is all money this time and some of all kinds, except coppers and nickles.

I beg to thank each of you most cordially for this unsolicited gift. Money is always acceptable, and I can assure you, one and all, if any of it goes to purchase foreign goods it will be for coffee, tea or some article required that our own country fails to produce.

In looking the money over, I find that gold is still in circulation and I have—two and four are six and three are nine and one is ten—twenty dollar gold pieces. I shall take this money to the bank to deposit, or, perhaps, some person present would like to have this gold.

A gentleman rising in the class said: "Mr. Labor, I was going to the bank to get some twenty dollar gold pieces, and if you would just as soon I should have these it will save me the trouble of making that trip to the bank.

*Labor.* Certainly, I shall be glad to accommodate you. I have noticed you here before. What may your name be, please?

My name, Mr. Labor, is Sampson, and I am willing to tell you why I am here and what I want of the gold.

I am through and through an advocate of free silver. I have dropped in here a few times to see if

you did not take that question up. I am lecturing on free silver, and I want the gold for making illustrations.

*Labor.* Free silver leads to money mediums and to finance questions, which we do not claim to be sufficiently familiar with to treat in an expert sense. Therefore, we do not intend to devote any time to that subject.

I shall be glad, however, Mr. Sampson, if you will step this way, to exchange the gold with you, and you will pardon me if I caution you, provided you carry these twenty dollar gold pieces in your pocket, not to look at them too frequently. They are very pretty and may tend to weaken your free silver inclinations.

*Mr. Sampson.* My convictions on that question are very firmly fixed, Mr. Labor, and I think they will not be in any danger, no matter how intimately they are associated with the favored metal.

Here are \$200 in bills, Mr. Labor. The ten twenty dollar pieces (taking them in his hand) do look pretty well, and I must admit, Mr. Labor, they feel nice, too.

Did I count the money correctly which I gave you, Mr. Labor?

*Labor.* Yes, you gave me just \$200.

*Mr. Sampson.* Can you also let me have ten American silver dollars, Mr. Labor?

*Labor.* I can very conveniently. You must be going into the specie business, Mr. Sampson. (handing the latter gentleman the silver.)

*Mr. Sampson.* With these two metals I shall illustrate to the people how they were robbed by the demonetization of silver.

*Labor.* That gold looks so firm and solid when shown alongside the silver that I fear you will endanger your cause when you hold them up in front of an audience for comparison, Mr. Sampson.

*Mr. Sampson.* I have no fears of that, Mr. Labor, in the sense I handle them.

*Mr. Maxwell.* If the gentleman will handle them with enough good sense, Mr. Labor, he won't have much of a cause left to injure. I would like to ask why he called for American silver dollars.

*Mr. Sampson.* I want American money for my illustration, Mr. Maxwell.

*Labor.* Had Mr. Sampson asked for Mexican silver dollars, Mr. Maxwell, I would have given him had I had any, twenty-four of them for his ten dollar bill.

*Mr. Maxwell.* Yes, Mr. Labor, and the twenty-four Mexican dollars would swamp his illustration to the extent of sinking it out of sight should he use them in place of ours, regardless of what that illustration may be. The true relations between gold and silver can be faithfully shown by using Mexican silver dollars, and I challenge the gentleman's courage to try it on. By tomorrow, Mr. Labor, you might have to give Mr. Sampson twenty-five Mexican silver dollars for his ten dollar bill, and again the fluctuation could be such as to only require twenty-three of them.

*Mr. Sampson.* You gold men, Mr. Maxwell, demonetized silver for speculative purposes and you undertake now to justify that act by ridiculing silver.

*Mr. Maxwell.* The gentleman says, Mr. Labor, that for speculative purposes silver was demonetized. I claim that if silver had not been demonetized the

rich would have robbed our poor; they would have been at the mercy of the speculator.

Look at Mexico. That country is a good example today and ought to demonetize silver at once, and thus do full justice to her poor, provided the working people represent that class. The manipulator in Mexico is the man who is making the money, not the wage earner. The man who can buy anything, I care not what it is, of labor on a silver basis, and transport it to some other country and sell it on a gold basis can make good money, and the men engaged in that business this minute in Mexico have by far a surer thing than people in other countries are taking heed of.

Who in such transactions, Mr. Labor, are being robbed? I can tell you who. It is the man of toil; he is working for half pay, and in so much as you have shown that quite nine-tenths of everything is labor, the man "virtually" buying products of labor and paying in silver gets them for half price, if the same man sells for silver he accepts half price; but the keen man does not do that. He sells in a gold country for a gold price, and nearly doubles his money, after paying duties, transportation charges, etc. Silver countries, Mr. Labor, do not pay one-fourth the wages paid in gold countries, and as between the United States and some silver countries, we pay ten times the wages they do when compared on a gold basis.

Carpenters in Japan receive in United States money a little less than from eleven to sixteen cents per day, and in that ratio are all wages in that country.

Male weavers receive from \$1.28 to \$2.42 per

month; female weavers from 85 cents to \$1.65 per month.

I want to ask, Mr. Labor, what our free trade and tariff for revenue friends are going to recommend when manufacturing in such countries reaches that state of perfection that the quality of their goods is acceptable and they are prepared to load our markets with them?

What I have said in reference to Japan wages and goods is in a manner out of place just at this time, but I give notice now, Mr. Labor, that I shall have some tables and information bearing on this question to submit later on.

*Mr. Sampson.* I want to inform Mr. Maxwell that wages in free silver countries have increased.

*Mr. Maxwell.* I will show, Mr. Sampson, when I submit the tables I referred to that from 1873 to 1894 wages increased in Japan about one-third, while the cost of living had increased two-thirds. At all events, he is welcome to the situation when the maximum wages of a carpenter in that country is fifteen and eight-tenth cents per day in our money at the present time.

It is all nonsense, Mr. Labor, talking about other nations. The United States is the great country of them all, and we don't want cheap people or cheap money, either one.

*Mr. Sampson.* I suppose, Mr. Maxwell, that you want dear money; that is, money with a high price on it, and let the people get hold of as little as possible of it; and everything they buy and use have a high price on it?

*Mr. Maxwell.* We have shown here that low price for products of any kind means a low wage scale,



for nine-tenths of everything is labor. What you recommend is that we take less than fifty cents for what we get a dollar for now, hence if everything is virtually purchased of labor, or nine-tenths is furnished by labor, who gets cheated when they accept fifty cents, and try to make themselves believe it is a dollar?

If labor gets a fair price for days works, Mr. Sampson, the products that labor turns out will have to bring a fair price. We cannot go into the markets of the world, because the days works in our goods have cost too much, and we cannot reduce the price of our goods except we make the whole reduction in the price of labor. Everything else, on account of competition at home, has been cut out of our products already, and labor hanging together in their unions is all that prevents that being cut. If a man in business clears ten per cent. net on goods that cost him \$1,000 his profit is \$100. If the same goods cost him \$2,000 and he nets ten per cent. he clears \$200, and this is what the labor unions are helping men to do, and many who feel, honestly too, that the labor unions hurt them fail to catch on to this fact and feature.

*Mr. Sampson.* That, Mr. Maxwell, is one reason why we want free silver, so that we can get into the markets of the world.

*Mr. Maxwell.* Now you have given your snap away, Mr. Sampson. I know of one manufacturer who in 1896 said boldly that he voted the free silver ticket so he could ship his products into foreign countries and meet their prices. How was he going to do it? Nine-tenths of his goods represented days works; he was going to buy that nine-tenths with a

fifty-cent dollar and sell his product in foreign countries for a 100-cent dollar.

The only way I can account for such an idiot is that he has too few brains to get into our markets here at home, and he is willing to spoil our own market, which is nearly equal in dollars and cents to all other markets, in order to get into those other markets, or the markets of the world.

What a large amount of sense such a man must have. Could he think for a minute that other countries would let us sell our days works in their markets and they keep their days works? If they did, their markets in a short time would not be worth bothering with, for selling their own days works is what makes their markets, and the reason the markets of the world are of so little value today is because they pay so little for days works.

This is obvious enough when the sellers of labor, including all farm products as representing labor, are seven-tenths of any market on earth, and that seven-tenths is the influence of any market. If they have but little to invest they will be thin, and so will their markets.

No, Mr. Labor, Mr. Free Silver Man cannot get into the markets of the world to stay there. Such markets would bar him out with duties, or in some other way, just as our country will have to bar Japan out as soon as she gets on to the extent of cutting a figure that hurts us. We may get some ugly wounds through neglect before we discover what must be done, but you may feel confident that in the end the situation will be taken care of.

*Mr. Sampson.* I did not intend to impose a free silver discussion on you, Mr. Labor, against your

will, and I feel that I should beg your pardon for introducing anything that has taken up any of your valuable time.

*Labor.* I am quite satisfied, Mr. Sampson, if you are, and do not feel like crowding you out if you have anything in addition to introduce.

*Mr. Sampson.* Before anything further is said, Mr. Labor, I desire to call your attention to the fact that four of the twenty dollar gold pieces you gave me are very badly worn, and I fear the banks will refuse them for their face value on account of the abrasion.

*Labor.* Very good, Mr. Sampson, I will take them back and give you other money. I noticed that nearly all the silver dollars I gave you were very badly worn. Perhaps you would like to return them also. If you would, you may bring them all here to the desk.

(Mr. Sampson comes forward and hands Labor the four twenty dollar gold pieces and gets bills in exchange, and Labor asks:)

Do you not want to exchange the worn silver?

*Mr. Sampson.* No, Mr. Labor, the silver dollars show the government's stamp yet, and they will be all right.

*Labor.* If that be true, Mr. Sampson, and the silver is all right, why not these four twenty dollar gold pieces? They all show the government's stamp. They are not so badly worn but our stamp can be found by looking closely.

*Mr. Sampson.* The government stamp can do no good to the gold. If it is badly worn the banks will weigh it on me, and deduct for abrasion all it falls short in weight.

The whole house is in confusion with loud and

boisterous laughter in a moment, and Labor for the first time raps sternly with his ruler, but he cannot accomplish a thing. They roar and laugh, and roar and laugh and shout until Labor himself can no longer control his own mirth, and when his face breaks into a smile hats, handkerchiefs, umbrellas, canes, coats and everything movable go into the air.

In due time Labor again attempts to restore order, but the large number present are not ready to forego the opportunity to express their appreciation of the free silver advocate's voluntary confession that gold was a standard that was independent of any stamp any country could put upon it. And Labor, recognizing the futility of any further endeavor in quieting the house, with a smile on his face, seated himself in his chair with the air—if you must wear yourselves out before reason can prevail again I shall have to let you do so.

At the first indication of order, Labor arose to his feet, when someone shouted, "*What is gold without a stamp?*" and the answer burst forth from every mouth, "*It's all right.*" And then the house went wild, and Labor again took his seat, but with the same smile lingering on his face which, with a manifest appreciation of the dignity due his position, it appeared impossible for him to suppress. As soon as sufficient encouragement would justify, Labor arose again, striking his desk with his ruler as he did so, which secured a death-like silence, when someone with a loud voice broke forth with, "*What is silver without a stamp?*" And quick as a flash from the other side of the house came the answer, "*Good for what it weighs, the same as wheat and potatoes, without a stamp.*" Away went the house again, and for the

third time Labor had to take his seat, and the first lull that came a gentleman stepped into his chair and shouted: "*What harm to me when I can trade my day's work for something that does not have to wear a stamp?*" Another party shouts, "*You're all right; clothes don't make the man,*" and off into another spasm the whole class went once more. When Labor arose for the third time the class could see in his face a determination that everything of a boisterous nature should cease, and in due silence they responded to the sound of his ruler striking the desk, and he said:

I am glad to see the uniform sentiment that there must be a rational substance behind, and supporting everything, but I cannot give my full approval to such a demonstration as we have just witnessed. I fear that it will weaken rather than strengthen what we all feel such an interest in establishing.

Wild enthusiasm cannot add any value to silver or take any value out of gold, any more than legislation of any kind can. Mr. Sampson attracts Labor's attention, and Labor asks him if he has something he would like to say. Receiving a reply in the affirmative, Labor tells him he may have the floor.

*Mr. Sampson.* Do I understand you to say, Mr. Labor, that legislation cannot put any value in silver?

*Labor.* We have a law, Mr. Sampson, now whereby less than fifty cents worth of silver passes for a dollar, but there is not one dollar's worth of silver in that piece of coin any more than there is two cents worth of paper in a two-cent postage stamp.

You expressed the whole truth of the whole situation in all its relations when you admitted that the

stamp of our government could do nothing for gold. If our country's stamp of \$20 was on a piece of gold that was overweight, and worth \$25, that piece of gold would bring \$25 or its equivalent in any civilized country, including our own, regardless of any stamp our government had put upon it. And the same principle, Mr. Sampson, holds good with anything our country can produce, whether it is silver, lead, brass, copper, iron, wheat, oats, corn, horses, cattle, sheep, or any one of the multitude of commodities that can be named. In not one is there an exception which you, Mr. Sampson, will admit yourself until you come to silver. Gold bullion, silver bullion, and all the different things named above, and all that can be named, are products and have their relative values, and always have had, and so they always will have. Different countries can affect their prices by duties and taxes, but they cannot affect their values. The duty and the tax added to the current price will represent the "total" value.

Any country can place a duty or tax on diamonds, rubies and all precious stones, but it cannot by law put any actual value into any of them or take any out.

*Mr. Sampson.* Do you claim, Mr. Labor, that our country cannot put a duty on diamonds that will increase their value?

*Labor.* Some might call it value, but it is only duty tax added to value, if any choose to pay the increased price, which the duty does increase. If our country was a producer of diamonds of the quality demanded then the supply and demand of our own product would establish the value, and if any of this given quality came from other countries they would,



in competition, have to rate their goods at our established values. If the duties exacted prevented their doing that without losing money they would have to stay out, or come in and sell at a loss.

Diamonds, rubies, etc., are in every particular luxuries, and do not class with staples and ordinary goods that rule as necessities.

Take away the tax and duty, Mr. Sampson, and I ask, can you claim that our government can by law increase or diminish the value of precious stones?

*Mr. Sampson.* I do not think, Mr. Labor, that that is quite to the point. I am simply charging that our country demonetized silver and that that reduced the value of it.

*Labor.* You mean, Mr. Sampson, that it reduced the price of it. Answer me candidly, Mr. Sampson; do you not want our country to pay a fictitious price for silver?

*Mr. Sampson.* I want them to buy all that is offered at a ratio of sixteen to one; the one to represent gold at its present value.

*Labor.* Why do you want the Government to do that, Mr. Sampson?

*Mr. Sampson.* So there will be more money in circulation, and thus you and I can have more money.

*Mr. Maxwell.* Now, Mr. Sampson is getting down to business. I want more money, and am half crazy for it. I want him on his free silver basis to show me how I can have more and then I shall be with him.

*Mr. Sampson.* If our Government buys more silver bullion and coins it, there will be more money in circulation and your chances will be better. That is, if they mint and issue it on a basis of 16 to 1.

*Mr. Maxwell.* That will by law be putting a value into a commodity. Mr. Labor says you cannot do that, and I believe him, and you have not, Mr. Sampson, proved that by law a value can be put into anything. Radishes and beets are very much the same form and color; can you regulate by law how many bushels of beets shall represent a bushel of radishes?

*Mr. Sampson.* Radishes and beets are commodities; they are not money. Gold and silver are money.

*Mr. Maxwell.* When they are all in the ground they are commodities, are they not, Mr. Sampson?

*Mr. Sampson.* Yes.

*Mr. Maxwell.* Then, if you have a surplus of beets and a scarcity of radishes one year and the reverse the next year, in the two commodities, you would not claim that their relative values would or could be the same for both years?

*Mr. Sampson.* I am talking about money, and you, Mr. Maxwell, are talking about commodities.

*Mr. Maxwell.* You have admitted, Mr. Sampson, that gold and silver in the ground are commodities; do you deny that now?

*Mr. Sampson.* While in the ground they are commodities but they are capable of being reduced to money when taken out of the ground, which cannot be done with radishes and beets; hence I claim that the comparison is not a reasonable one.

*Mr. Maxwell.* Yes, Mr. Sampson, you claim the comparison is odious, but you cannot deny that the beets can be reduced to sugar, can you?

*Mr. Sampson.* No, but what has the sugar to do with money?

*Mr. Maxwell.* The sugar comes from a commodity

and so does the money come from a commodity, and in the ratio that that commodity is found will the price be. Provided all our sugar came from beets, if beets were scarce, sugar would be dear, or bring a high price.

This principle holds good with everything on earth, and there is not a single exception to it; and I ask you now, Mr. Sampson, if you do not consider that we are right when we make this claim?

*Mr. Sampson.* I do, Mr. Maxwell, until you come to money. I claim that our Government demonetized silver and thus degraded that metal.

*Mr. Maxwell.* Degraded that metal, and, as you said a few minutes ago to Mr. Labor, reduced the value of it. I claim that it is beyond the power of our Government to reduce the value of anything except they pass a law forbidding the production of a given thing, and make it a punishable offense to produce it, but the work here is not in that direction. Our talk is on business lines, and to study principles regardless of technicalities. Am I not right, Mr. Labor?

*Labor.* Yes, Mr. Maxwell, you are right. We are not striving for fine points; it is the broad principles covering our greatest interests that we are endeavoring to unfold.

*Mr. Maxwell.* In that sense I take exceptions to your charge that our Government reduced the value of silver by demonetizing it. Our Government is the loser by more than two hundred million dollars on the silver it has already bought, and it has stopped buying and minting it just as any business man would have done, which, Mr. Sampson, you call demonetization.

Our Government has done everything that could be studied up to get the silver it has on hand out into circulation. If you, Mr. Sampson, will agree to exchange other money for a few or large number of tons of silver dollars with our Government the latter will gladly pay the freight on the silver to any point having transportation facilities you may name; and they will be prompt even to rushing the silver to you for fear that you may change your mind.

The value of silver is due to the amount in sight just the same as with anything else. The sugar manufacturer would not buy beets to make sugar if he already had on hand more than he could use, just as our Government stopped buying silver bullion, and just as they will stop buying and minting gold if it should ever be found in quantities beyond the demands of the world, and buildings covering acres of ground have to be built to store it in.

*Labor.* I think, Mr. Maxwell, that you and Mr. Sampson will be unable to agree. We look upon everything found or created that has value as subject to the laws of supply and demand. In this we do not except either silver or gold. Our free silver friends, however, choose to exempt silver from this law.

*Mr. Maxwell.* Yes, Mr. Labor, and they insist that our Government shall take all they can bring of it and the few silver mine owners shall dictate the price. And when our Government tells them the buildings we have on hand to store it in are all full the silver men tell them to erect more buildings. I don't think that is fair. The time may come when we will need the land such buildings might occupy to raise wheat to feed our people.

*Mr. Sampson.* You give us plenty of silver, Mr. Maxwell, and we will find a road by which to get the wheat. I want to remind you that the first thing done when establishing our Government was to make a silver dollar the unit of value, and all other money was based upon that unit.

*Mr. Maxwell.* At that time, Mr. Sampson, we were virtually on a silver basis.

*Mr. Sampson.* Yes, we were, and both silver and gold were maintained.

*Mr. Maxwell.* How was gold maintained?

*Mr. Sampson.* Because the Government minted all that came.

*Mr. Maxwell.* The Government minted all the gold that came because too much did not come. Then we were on a silver basis. What did gold do? It took care of itself, didn't it, Mr. Sampson? When, then, did the change come?

*Mr. Sampson.* The change came in 1873 when we went to a gold basis.

*Mr. Maxwell.* For several years after 1873 silver dollars were worth one hundred cents, or nearly that?

*Mr. Sampson.* I believe they were.

*Mr. Maxwell.* To tell the truth, Mr. Sampson, from the time our Government began issuing greenbacks during the war, until 1879, neither you nor I saw so much as a ten cent silver piece, let alone seeing a silver dollar. Gold and silver both were out of sight so far as *our* country was concerned, and for this reason in 1873, when the great silver murder you people tell about was committed we had no way of practically discovering this monstrous crime. A silver dollar on any four corners east of the Mississippi River would have been such a curiosity in 1873

that any kind of a crowd in size would have gathered to look at it.

Had a man carried a twenty dollar gold piece into a National Convention at that time, and held it up to view, a motion would have been made and carried to take a recess for thirty minutes for the purpose of looking at it.

You know very well, Mr. Sampson, that neither silver nor gold showed their faces in this country from the opening of the war until 1879, and after that time they came in use very slowly. You free silver men just play with, and make toys of our younger people when telling them about the silver murder of 1873.

The facts are, too, that prior to the war, that is, prior to 1860, our country was short of silver and our Congress made foreign silver legal tender in the United States, doing what they could at that time, Mr. Sampson, to invite silver into our country. During all this time that we were virtually on a silver basis, gold took care of itself.

*Mr. Sampson.* Yes, Mr. Maxwell, but gold was legal tender all that time.

*Mr. Maxwell.* And so are silver dollars legal tender for any amount you can bring right now.

What is the situation today, Mr. Labor? Are we short of silver? No. Are we inviting foreign silver now? No; we are on a gold basis. Can silver take care of itself as gold formerly did when our country was on a silver basis, or the silver dollar was the unit of value? No. Why? Because it has been found since, as never before. It is mixed with copper, gold, lead and other metals, and large quantities of silver are secured when seeking those metals, re-



gardless of the great number of mines that are called silver mines because there is little else but silver found in them.

When there is an enormous supply of any given commodity, Mr. Sampson, that commodity will be cheap.

*Mr. Sampson.* Statistics do not show that within the last few years there has been any wonderful increase in the amount of silver that has been mined, Mr. Maxwell.

*Mr. Maxwell.* I am glad you have mentioned that fact, Mr. Sampson. You free silver men are making all kinds of capital citing the fact that no excessive quantities of silver have been mined in the last two or three years. You never tell us, though, how much would have been taken out and put on the market if it would have brought the price you free silver men want our government to pay for it, which is \$1.29 per ounce.

Loud applause follows from all over the house, which Labor puts down as suddenly as possible, fearing a repetition of the former scene.

I can tell you, Mr. Sampson, that under a free silver basis, with our Government paying \$1.29 an ounce for silver, they could not construct buildings fast enough to take care of the silver that would be offered.

(More applause, which Labor suppresses.)

Our Government is loaded down with silver now, which everybody knows, Mr. Labor, and we do not need any more to mint. There is so much silver that it is weak; it has become a burden to itself, and it will have to yield to the laws of supply and de-

mand, the same as gold, diamonds, rubies, wheat, iron, salt, or anything else does.

The truth is, silver has tried to commit suicide, and the chief mourners having been warned by the most eminent talent that it cannot recover, the mourners have resorted to quack doctors, instructing them to tell the people that there is plenty of vitality left and that it can be restored to its former strength.

If Japan should go to a gold basis their wages would remain in gold about what they are today in silver. What a boon that would be to the working people of that country.

The maximum of their wages now in silver is a little over thirty cents a day. Under a gold basis that thirty cents would buy twice what it does now, and Japan's market would practically be doubled; that is, the purchasing ability of their sellers of days works would be doubled.

How would it be with our sellers of days works here in the United States, Mr. Labor, should we go to a free silver basis? I will tell you. The moment such a law took effect everything the laboring man buys would be double, and, like during the war, wages would increase about twenty-five per cent.

During the war goods of all kinds increased from two hundred to four hundred per cent., while wages increased not over thirty per cent. There is plenty of evidence to be had as to the increased cost of goods during the war, but the only good old books to get hold of to find the increase of wages during the war are those of the railroad companies. It will be found by examining them that the increase in wages was some thirty per cent. However, wages on the railroads during the war, when everything

was so costly, were not as high as they are now when we are on a gold basis.

When the seller of days works votes for free silver in this country he is taking steps to bring a strain upon himself that would require years and years to overcome, should there be votes enough to give us such a law. Our wage scale in this country is good, and our money is good. All we want is a good market, which we can always have provided some other country has not taken it.

I will read to the class two clippings, Mr. Labor, which I hope you will print at the end of this lesson. One is over a year old and the other is quite antique. Each of them, however, scores a good point.

COPPER—A MONEY METAL. WHY NOT DEMAND  
FREE COINAGE FOR?

The copper producers have just as substantial ground for complaint as the silver mine owners, due to the depreciation of their metal, which is equally a money metal with silver. When silver was of full value with gold, at a ratio of 16 to 1, copper was marketable at 21 cents a pound. Silver since then has depreciated from \$1.29 $\frac{3}{8}$  per ounce down to the present price—69 cents.

Copper, meanwhile, has gone down from 21 cents a pound to the present price, 9 $\frac{3}{4}$  cents per pound, from the same cause—over-supply. Instead of free and unlimited coinage of silver at a ratio of 16 to 1, when the bullion value of silver makes it over 30 to 1, copper would make more honest money for the country, and more of it (if that is what is wanted by the farmers and others), as the ratio can be made 100 cents to \$1, and still make it honest money, and, if the coin should be made four times the size of the

present penny, it would really be restoring the money of our daddies if made free, unlimited, and independent coinage.

DAVIS, JEFF—WAS HE A TOOL OF WALL STREET?

Jefferson Davis, while at De Soto, Mo., on the Iron Mountain Railroad—a Greenback convention being in session—a crowd assembled at the depot to see the distinguished person, who was easily persuaded to speak, when some one asked, "How about Greenbacks?" Davis replied, "If you want script to trade with among yourselves, you can issue county script or township script. It will be good as long as you have faith in it; but if you want to do business with the world at large, you must use the only currency that is recognized by all the nations of the earth, and that is GOLD COIN."



## LESSON XV.

*Labor.* Mr. Maxwell, you said you had some data that you wanted to submit.

*Mr. Maxwell.* Yes, Mr. Labor, there are several things to which I desire to call the attention of the class. One thing in particular that I want to talk about is my own days works.

We have, it seems, nearly all avenues of life represented here, but with reference to my days works I want to address other sellers of days works who are among us.

By common consent today, everybody toils except the business man, the doctor, the lawyer, the teacher, the preacher, and the countless army of people who exist between the farmer and the seller of days works regular.

I am going to, from the start, Mr. Labor, ignore the idlers and loafers who are so numerous, and who decline work when offered.

In my business as a traveling salesman I come in contact with nearly everything, from the street sweeper to the bank president, and I must confess that nearly all that confronts me is toil, toil, toil. It is one constant tide of effort and strife, coming and going like the swaying of the sea.

The house I am traveling for manufacture the line of goods I represent. I began with them as a factory hand, as the term goes, and after several years in the factory I thought I would like to take things a little easier, and had the courage to ask the firm to let me

represent them on the road. And to my surprise they said laughingly that they would give me a trial trip.

*Labor.* Why do you say they did so laughingly, Mr. Maxwell?

*Mr. Maxwell.* A factory hand asking for such a position was so novel was the reason they laughed, I suppose. They expected, as they have told me since, that inside of three days I would return admitting that I was out of my class.

I had started on only a ten days trip, the house having arranged to protect themselves, and at the same time embarrass me as little as possible if I failed.

I met with unlooked for success, both to the house and to myself, and in less than a week I received complimentary letters and orders to extend my trip. Of course, each day found me further from headquarters and I could not get word from the firm so frequently. My success continued, and each mail that I overtook and opened said keep going, and I did. When I returned I had been out just sixty days.

It is a good many years, Mr. Labor, since this happened, and I have been traveling for the same people ever since.

*Labor.* I suppose you felt very cheerful, Mr. Maxwell, that you had emerged from the drudgery of the factory into an easier life.

*Mr. Maxwell.* You cannot mean that, Mr. Labor. I found that I had left an easy life and gotten into a drudgery that I never knew existed, and the truth is I had decided before I returned to go back into the factory and not make another trip, but the firm wouldn't listen to it.



In twenty-four hours from the time I reached home I was on the road again, with five large trunks of samples, making for a brand-new territory in which the house had never introduced their goods, and I traveled thirty-six hours before I made my first stop, arriving there in the evening.

My trunks had been packed so hastily that it took me nearly the whole of that night to unpack and arrange my goods so I would know head or tail about them. It was nearly four o'clock in the morning when I climbed into bed, after leaving word to be called at 6:30.

I sold three bills of goods the next day, and after writing out my orders in the evening and mailing them to the house I packed my trunks and took the 10:40 train for the next stop, arriving there at 12:35 A. M. Of course, I retired immediately after reaching the hotel and I was so tired and worn out that I begrudged the time it took me to disrobe.

I left a call for 6:30 and by seven o'clock in the morning I was unpacking my trunks. At 8:25 I sat down to a light and hurried breakfast and at 8:50 I was talking to my first merchant. I sold two bills of goods that morning, then I packed two of my trunks, hired a team and man with it to drive six miles to a little village to see one good merchant, starting at just 1:35 P. M. I opened my goods in the man's store and sold him a very nice bill, and induced him to follow me back to the station and look at my other samples that evening, which he did and he gave me another order.

After the gentlemen left I wrote up my orders, mailed them to the house, packed my other three trunks, found time for one hour's sleep with my

clothes on and took the 12:35 A. M., train, the same one I came into the town on the morning before, for the next town, arriving there at 1:50 A. M. Of course, I had planned a scramble for bed and I had intended to sleep a little later the next morning, but when I registered I saw the name of a traveling man whom I had met in the first town I had stopped at, and I asked what time he had left word to be called and was told 6:30. In an innocent way, as though he were a friend of mine, I asked if he had opened his trunks and was told that he had but that he retired immediately after doing so, hence he had not seen the trade.

Of course, Mr. Labor, I was after that man's scalp, for he was selling the same line of goods that I was. The clerk stepped one side and I, with my pocket knife, scratched my name off the register, ordered my trunks in the sample room and left a call for 5:30.

At 7:10 I took a seat at the breakfast table, where I met my competitor, and I discovered at once that he recognized me, but I was confident that he would labor under the delusion that my trunks were not opened, but before night rolled around I made him think they were. It was a good sized town and we had it good and hot all day.

As soon as I swallowed my breakfast, which did not take long, I ran the town over, left my cards, chatted some five minutes with each man, told them all I would call again, and asked them to hold their orders until they saw my samples. This, of course, they were inclined to do, for they had never seen my house's goods and they would naturally want to look at them and catch on to the prices before ordering.

The last man I called upon I took to the hotel with me and secured a good order. My house had given me elegant introductory prices, and I was well fortified for anything that I might have to contend with. What is the use of extending this, Mr. Labor? I sold plenty of goods and so did the man I wanted to kill. Thank Heaven it was Saturday and I rested over Sunday, and was a Sunday ever sweeter?

The following week and the balance of my trip was a repetition of what I have just given in detail. I have done this, Mr. Labor, that these men of toil who have listened to me may know that our greatest toilers are many of those who they think find life ever so easy.

I have always done more work on the road in one day than I ever did in the factory in three. When I was out of sight of the house I worked for, I found I had all my planning to do. I was general manager, clerk, solicitor, roustabout, and everything. Did any of you ever unpack five large trunks of samples and pack them again. It looks easy; you ought to try it on.

In the factory when the whistle blew I dropped everything and went home without a care. On the road when I would hear whistles blow after I had done one day's work I would begin another, and thus my life as a traveling salesman has been one of extreme toil, and at times the work has been severe.

*Labor.* I am somewhat surprised, Mr. Maxwell. I had always taken it for granted that a traveling man's work was cheerful and light. Of course, you received better pay.

*Mr. Maxwell.* Yes, Mr. Labor, the pay has been very much better, but we cannot save as anyone

would think we ought to. A good salesman will be more or less a cheerful spender of money, especially with his customers. A sponge or shirk in keeping his end up will fail to establish a close friendship with his trade, and in the absence of that friendship he will always be facing a resistance that will give him pains and backaches.

*Labor.* I supposed, Mr. Maxwell, that the firms men travel for always bore all the expenses of their salesmen.

*Mr. Maxwell.* You ask a member of a firm having traveling salesmen and he will tell you that his house does pay all expenses, and oftentimes they think they pay more than that even, but I fail to find any of the successful salesmen who do not show that they fall behind in their expenses. I know I always have, and the sum total for the long term of years I have been on the road would surprise you, Mr. Labor, and the firm I work for, and everybody else.

You will pardon me, Mr. Labor, for reciting what I have, but I want it known to the fullest extent with the days workers themselves that most of the people who they think have an easy time are hard workers and their callings are important and cannot be dispensed with. What would we do without the doctor?

*Mr. Sampson.* Without the doctor we would undoubtedly all live longer, Mr. Maxwell.

*Mr. Maxwell.* That remark, Mr. Sampson, is in line with your defense of free silver and Prof. Gillette's defense of free trade. Either one of you gentlemen would have the nerve to undertake to

amputate an arm or a leg and care for it afterwards, or take charge of a case of childbirth.

I gather from your argument that the man who has lived the longest in given lines is the man who knows the least regarding subjects such lines cover.

We need the minister as well, Mr. Labor. All moral lessons are essential in our development and require students and advocates. What kind of a country would we have, Mr. Labor, in the total absence of all educational institutions?

All these are working people, and have each their own manner of toil or days works, for which they must be remunerated. We have to add to the lawyers, judges, courts, court officers and clerks, keepers of records, city, state and national officials, with all their forces. All are workers and must be sustained. It is out of the question to cover the field. Think of those employed in fire and life insurance, printing and publishing, and when the people engaged in all lines of business are added you have a list which will fill a large city directory.

If, Mr. Labor, we charge the maintenance of this army of people to anything, it must be to products, both manufactured and grown.

It would require several volumes to analyze this question, which has many times been done, and it makes but little difference whether I am satisfied with what has been written on the subject or not.

One thing I will admit, the question is a very large one and we ought to be very charitable to those undertaking to handle it, except when they attempt to advise us to buy products abroad because we can get them cheap, rather than to manufacture and produce them ourselves.

I claim, Mr. Labor, that the true principle involved is,—to the wind with cheapness and other countries' prices and values, raise and manufacture our own products and regulate our own prices. And it is in this that the great armies named above are most interested. The required non-producer is dependent upon the producer for his shavings, and if he wants plenty of them he would better vote to have the shavings made at home.

I have diverged somewhat, Mr. Labor, from what I started to say. These questions are covered deep with words, and have been for years, without my attempting to add any. What I started to show was that my days works are required, and that the cost of them to my firm must be charged to the cost of the goods they manufacture, and so must every other expense they are to in manipulating their business. This is so plain that it seems childish to refer to it, but so many writers and statisticians convey the impression that the cost of products is found when the factory hands are through with them that I cannot forego this privilege of challenging any and all such statements.

The cost to be added to goods, Mr. Labor, does not cease until the consumer has purchased them and landed them in their final resting place.

We must have the retailers. Consumers cannot all go to the factories and to farms, and these final distributors of goods cut such a large figure in making up the masses of our people, and their presence almost equal with the producer being demanded, make the question of adjustment in all our affairs so complicated and so diverse that it staggers and baffles all human kind.



There is so much, Mr. Labor, that cannot be fathomed or understood that there exists a special demand on those who are seeking to enlighten the people to urge to complete fullness of expression when showing what they have discovered and what they have learned up to the limit of not presuming but knowing.

Statistics today are largely misleading. In one report for 1896 of labor and material I find these figures: Labor, \$2,283,216,529; material used, \$5,162,044,076. I want to ask, Mr. Labor, if these figures as to material are not misleading?

*Labor.* The figures that you name as material used have reference to pig iron, lumber, leather, glass, yarn and hundreds of things used in bringing forth finished products.

*Mr. Maxwell.* What are all those commodities you have named, Mr. Labor, except finished products themselves? Is not pig iron a finished product? What is leather or lumber, or anything you have mentioned, and the long list of things you could not call to mind, but finished products?

*Labor.* They are all finished, Mr. Maxwell, and placed on the market as products.

*Mr. Maxwell.* Then, Mr. Labor, what do they represent?

*Labor.* They represent days works with a profit added to them. It is safe to say that two-thirds of their value represents labor performed and paid for.

*Mr. Maxwell.* Most of such goods are classed as staples, Mr. Labor, and they cannot hold a net  $33\frac{1}{3}$  per cent. profit, and out of that per cent. salesmen like myself and much other labor is paid. However, that has but little to do with the principles involved.

What we want to call to the mind of the statistician is that in the way he writes his figures and his words he is misleading. I do not believe, Mr. Labor, that one man in ten reading such quotations would stop to think but that the \$5,162,044,076 for material meant raw material, when, in fact, \$3,441,362,717, which is two thirds of the above amount, leaving off the fractions, represents days works paid for, and that sum added to \$2,283,216,529 which had been credited to labor shows \$5,724,579,246, which is the total value of the days works in the finished products. This leaves \$1,720,681,358 for the raw material and profits, which is liberal.

*Labor.* I see the point you are making and it is a good one, Mr. Maxwell. Our people cannot judge well in their own true interests when their impressions are wholly wrong. You must bear in mind, however, that some of the material may have been made in 1896 and the labor in that included in the \$2,282,216,529; hence if that labor is estimated again in the material it will have been added in twice for the one year.

*Mr. Maxwell.* Then, Mr. Labor, let them keep their books correctly, and carry the quantities and values along from year to year and show us what represents days works and what is something else. Their whole plan of giving us information is wrong. When we want to know today what sum represents the value of labor in anything we have to guess at it.

If a ton of steel rails cost \$20 to manufacture and the pig iron to make them cost \$16, which is called material, we have left \$4 for labor. Anyone reading such figures in the following words:

## Cost of a ton of steel rails.

Material. ....\$16.00

Labor..... 4.00

Total.....\$20.00

will gather that there is only \$4 in value due to labor in a ton of steel rails that cost \$20 to produce, while in truth there was in the material (pig iron) from \$11 to \$14 worth of days works to be added to the \$4 acknowledged, which shows that in a ton of steel rails that it cost \$20 to produce, from \$15 to \$18 of that cost was paid to men who started the ore and from them to other men all along the line to the ones who finished the rails.

*Labor.* Usually in estimates, Mr. Maxwell, there is an allowance made for miscellaneous costs, capital, etc.

*Mr. Maxwell.* I am, to avoid being misunderstood, only speaking of actual cost, leaving out capital, interest, miscellaneous costs and profits, and as to the actual cost I can only make a guess as I am not familiar enough with making steel rails to call things by their right names, but I know enough to know that \$4 does not represent the wages in a ton of steel rails that it cost \$20 to make. And words and figures in statistics should not be arranged so that they can possibly convey any such impression.

*Labor.* Some of our statistics give nearly everything in detail, Mr. Maxwell.

*Mr. Maxwell.* I cannot afford to take a vacation, Mr. Labor, to hunt statistics in detail. If I want some information on totals I do not want to find a total there called material when I know that two-thirds of that total is days works that have been paid

for, and no credit given to wages for them. It is a misrepresentation on the face of it and cheats labor out of its share in making up grand totals, and conveys the impression that labor is only one-fourth or one-third of a grand total, when in fact it is from seven-tenths to nine-tenths of that total. Sending forth the impression, too, that the teamster who hauls the goods to the wholesale house, and all the porters, clerks, book-keepers, messenger boys, traveling salesmen, and further on to the clerks and help who retail them in the retail houses, and all the called for people between are included in the amount set apart as so much for wages, is unjust to wage sellers of our country, which includes every salaried attachee.

I find the following figures in one report, Mr. Labor, and will read them to the class.

## MANUFACTURING.

No. of establishments reporting,	-	-	355,401
No. of employees, • - - - -	-	-	4,711,832
Capital invested, - - - - -	-	-	\$6,524,475,305
Expenses, - - - - -	-	-	630,944,058
Wages paid, - - - - -	-	-	2,282,823,265
Cost of materials, - - - - -	-	-	5,158,868,353
Total value of products, - - -	-	-	9,370,107,624

Any one, Mr. Labor, is in danger of accepting the above figures for wages as the sum total of wages paid to labor in the whole United States, when in truth it only represents the sum paid to the 4,711,832 employees in the 355,401 manufacturing establishments reporting, and may not represent more than one-half the amount of money paid to all our earners of money yearly. It does not include the armies of people who handle these goods after they

leave the hands of the people who manufacture them.

It does not include the money paid to railroad wage earners, or those found in street car service, and when in our minds we try to add to these all the wage earners we cannot think of, and then include the wages paid to farm hands, not forgetting the mass of people selling their days works in building and all other kinds of construction work, what have we? Dare we stop at four billion or will it be six billion of dollars paid to money earners yearly?

We have yet to add to the four or six billion for labor yearly the value of the labor in the \$5,158,808,353 of material, which is over three billion more. This brings all wages and salaries paid in the United States yearly up to somewhere between seven and ten billion dollars.

Remember, Mr. Labor, our estimate covers every living person who works for pay, from the President of the United States down to the child selling papers on the streets.

*Labor.* You have made some very important and valuable points, Mr. Maxwell, and I hope much good will result from them. The vast sums you have named showing the earning ability of our country is in principle beyond the power of contradiction, and makes manifest to us our inability to fully appreciate, and in a partial sense, even to recognize the value of our own market and why we are such a wonderful people.

*Mr. Maxwell.* I thank you, Mr. Labor, for your kind utterance. I only wish I could paint this picture so it would be clearer and plainer. To, in the broadest sense, appreciate the true worth of our own market is of the deepest importance to all our people,

and what I have so feebly named shows what our market is. It is what is earned and spent, and nothing more.

What does it mean to us when it is damaged ten per cent.; what when it is injured twenty per cent., and what have we when it is hit as hard as thirty per cent.?

Is it any wonder, Mr. Labor, that other countries fight so hard to get into our market? Can we afford to let them in except as we need them, and no further?

Groversville told the whole story, if our past four years' experience has not, and in connection with this I want to ask what we are going to do when Japan gets to us? I give fair notice now that that country is on her way here and coming in a maximum wage scale of less than sixteen cents per day in our money.

The Manufacturers' Association of the United States sent one of our first citizens, Mr. Robert P. Porter, to Japan to study the industries and commerce of that country. I will read a portion of what Mr. Porter reports, and in addition will submit some of the figures and tables found in his report, that I hope you will include in the published proceedings of this school.

Mr. Porter's report is full of important and interesting information, covering 165 pages of printed matter, hence it will be out of the question to do more than make a few selections from it.

After reading sufficiently to bring the questions of the progress in that country and the wages paid, Mr. Maxwell requested that what he had read be



cut out of this portion of the report and the tables be given verbatim in Mr. Porter's words.

#### INDUSTRIAL AMBITIONS OF JAPAN.

In gauging the strength and possibilities of a modern nation, it has always seemed to me that the characteristics of the population and location of the country are of far greater moment than its mere numerical strength or the extent of its superficial area. The Japanese, as we find them today, are full of ambition to be the controlling industrial, as well as the controlling political nation of the far East. They are hopeful of becoming, some day, a great commercial and maritime power—the Great Britain of the Pacific. The first thing that strikes the traveler in this part of the world is the process of grafting the new western life on the old. It is going on in every direction. It is like engrafting into the gnarled, dried, stunted, blackened trees which form the background of Japanese landscapes, the symmetrical branches, full of life and sap, from the stately forests of our own Northwest. Including its new possessions, Japan starts in the race with 45,000,000 industrious, thrifty, persevering human beings. And yet the area of Japan is not 148,000 square miles—about equivalent to the State of Montana, and less than the area of California. And 85 per cent. of this land surface is occupied by rocky hills, volcanic cones, pebbly rivers, mountain lakes, ashy fields, and large areas covered with pines, cherries, and cryptomerias. The work begun in these islands twenty-five years ago will remake the Asiatic world with its 400,000,000 souls, as certainly as the civilization cradled in the British Isles spread over

Northern Europe and made our great North American continent.

In considering Japan industrially and commercially, it is difficult to keep out the whole Pacific policy, for should this energetic little island awaken the sleeping giant across the Japan Sea, the world would be startled with industrial changes of far greater moment to humanity than those taking place in Japan.

There never was a people so completely absorbed in industrial and commercial questions as the Japanese at this period of their history. Emperor and Prime Minister, the Cabinet, Members of the Imperial Diet and minor officials are all imbued with the progress and future greatness of Japan in manufactures, in commerce, and as the dominating nation of this part of the world. At public dinners, on official occasions of all sorts, the drift of the remarks is, what can be done to help the material progress of Japan. The vernacular papers have taken this up, and enterprises of all sorts are exploited with the vim and vigor displayed in the building of our own country.

Commercial and industrial questions are now almost as popular subjects of treatment, both in the press and by public speakers, as the most urgent political questions, whether foreign or domestic. Among them are such matters as the extension of existing steam routes, the results of treaty revision on trade, insurance, establishment of technical and commercial schools, the training of officers and men for the mercantile marine, improvement of chambers of commerce and of the existing system of trade guilds, the despatch of commissioners to study

commercial conditions abroad, placing Japanese in commercial houses and factories in foreign countries in order to learn thoroughly their system of business, the establishment of a floating exhibition of Japanese products, the effects on the trade of Japan of the opening of the Siberian Railway and Nicaragua Canal, when Japan may become one of the greatest commercial centers of the world.

I was struck, while in Japan, with the key-note of nearly all the public speakers and especially the public addresses of the several members of the Cabinet who officiated at the several banquets and meetings during my stay there. In these utterances almost uniformly the industrial idea predominated. No matter what the rest of the world may think of Japan, no matter whether the manufacturers of the United States are terrified or not at the prospects of Japanese competition with our home industry and labor, the Japanese themselves believe they are cutting a wide swath in the commerce of the world. Note, for instance, these extracts from the speech delivered by Mr. Kaneko, Vice-Minister of Agriculture and Commerce. I found him a man of intelligence and foresight and of wide experience in economic and statistical matters. Educated in one of the great European universities, he is up to the spirit of the age in all that relates to Japan and her industrial and commercial future. I am indebted to Mr. Kaneko's department for many valuable reports. Any utterances of his should carry special weight. During the last two weeks of my stay in Japan Mr. Kaneko was engaged in a personal inspection of the manufactures and industries of Japan. He visited

the same districts I visited during my stay there. In the course of a speech addressed to a meeting of representatives of Chambers of Commerce throughout the Empire, held in May in Hakata, Fukuoka, Mr. Kaneko said:

"Japan is possessed of qualifications admirably fitted for making her a country of manufactures. Her population is comparatively large and labor is cheap.

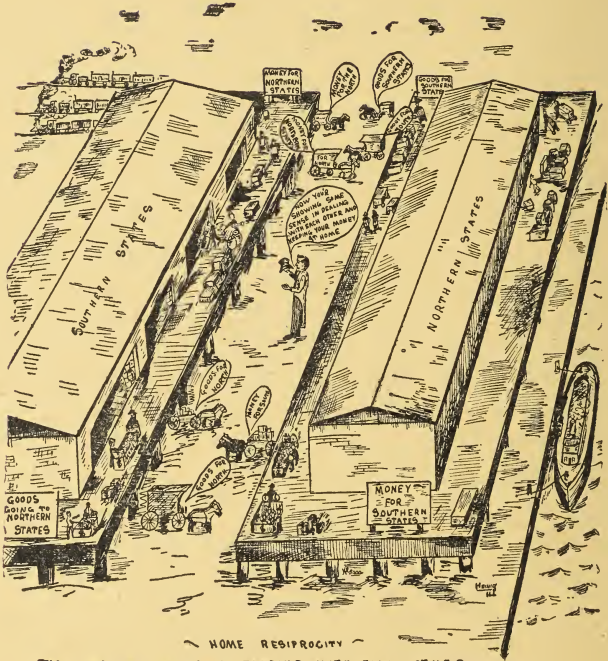
"The Japanese are gifted with powerful eyes, hands and brains, and the Americans are terror-stricken at this.

"The cotton spinners of Manchester are known to have said that while the Anglo-Saxons had passed through three generations before they became clever and apt hands for the spinning of cotton, the Japanese have acquired the necessary skill in this industry in ten years' time and have now advanced to a stage where they surpass the Manchester people in skill.

"The Japanese are unrivaled in the world for cleverness, and their future is truly awe-inspiring to contemplate.

"Furthermore, the position of Japan is very convenient for the purpose of importing raw cotton from China and India, and wool and other raw materials from Australia. This country is naturally adapted to manufactures and a wonderful advancement has been made in late years in respect to cotton spinning and weaving and paper manufacturing. We have also begun to make excellent blankets.

"On account of Japan being a volcanic country, good sulphuric acid can be procured, the acid imported from China and India having been totally supplanted by the home product in the local markets.



HOME RESIPROCITY  
THE NORTH AND SOUTH TRADING WITH EACH OTHER

"Englishmen have felt considerable uneasiness on seeing the prosperous state of business at Kawaguchi, Osaka. This is not my own personal opinion, but I have actually heard so from foreigners who visited Japan for the purpose of inspecting trade. A commissioner, recently sent out by merchants and manufacturers of Manchester, was astonished at the development of the industries of Japan. On one occasion this gentleman visited the Department of Agriculture and Commerce, and remarked that he did not expect this country to be so abundant in raw materials. He was surprised at the skill shown in weaving, and saw excellent blankets being made at Omori from old rags.

"If the Japanese are so clever in utilizing useless materials for manufacturing useful articles, foreigners will be at a loss what to do in competing with the Japanese, when the Island is thrown open to them."

In reference to the policy of Japan in aiming at the development of manufactures, the Vice-Minister of Agriculture and Commerce contended that the Japanese should sell their articles to countries inferior to Japan; that is, they should sell calico and the like to China, India, etc., while to civilized countries like America, Great Britain, France, Germany, etc., special art works might be sold

In looking over the consular reports from the Japanese residents in foreign countries, we note the same tenor. To sustain the Vice-Minister of Agriculture, I quote from a recently-published report of the Japanese Consul at Montreal, Mr. T. Nosse:

"Now, returning to the subject we have started with, viz.—the articles we can supply the foreign



markets — I may repeat that it is a grievous mistake to suppose that Japan can offer nothing but fancy goods at fancy prices. Yes, sir, it is a great mistake, for we are now out in the world's market for staple goods. Take, for instance, our silk handkerchiefs. They used to be bought and sold just for the sake of their oddity, or for the fancy embroideries on them; but now they are used and admired for their cheapness, durability and comfort above all, which cannot be approached by any other material.

“And then our silk piece goods—they were at first exported only for fancy purposes, but now they bid fair with European products as staple dress goods. I have been through some of the great establishments in this city and what I have seen in these places is evidence to prove that ours can compete with the French goods both in design, price and popularity. Jute and rug carpets there on exhibition are no fancy goods at fancy prices, but are just the sort of useful homestead articles to remain in public favor always.”

I was also struck with the Japanese oratory at the dinner given to Lord Spencer at the Imperial Hotel, at Tokyo, while I was in Japan. Mr. Shibusawa Eiichi said, among other things:

“Since the dawning of the *Meiji* era, men's eyes have been opened to the necessity of developing commerce and industry, but the time-honored prejudice has been hard to root out. The revolution of *Meiji* was carried out by men in power under the feudal system; hence, men of parts all looked to official life as the means of gaining influence, and few indeed, and far between, were those who felt

anxious to develop our commerce and industry. But what is right and necessary in this world will never be put down, and gradually advocates of the cause of commerce and industry have increased in number. The sphere has been widened; it has come to be regarded with more honor, and these professions, these lines of life, once so despised, have come to be recruited from the ranks of men of education.

"Special schools, too, have been established for giving to aspiring young men commercial and industrial education. When I look back on the rapidity of advancement in this respect, I am filled with astonishment. Let me refer to a few examples. The law for the establishment of national banks was promulgated in the fifth year of *Meiji* (1872). Today there are 950 banks with the aggregate capital of 133,000,000 yen (\$70,756,000 gold). The amount of our exports in 1895 was over 265,000,000 yen (\$141,980,000 gold), being four times greater than what it was ten years ago. The aggregate tonnage of the mercantile marine, after the sudden increase last year, was over 360,000 tons. The railways show the total mileage of over 2,250 miles, being six times what it was ten years ago. In cotton spinning, an industry started sixteen years ago, there were, up to last year, 980,000 spindles, being fifteen times greater than it was ten years ago.

"I have mentioned these figures simply as an example of what a small nation in the East has achieved in the short space of ten years or so. Far from feeling any pride in these achievements, we are not by any means satisfied with these small results. As our geographical position is similar to that of England, we feel that a wide field awaits us in the lines of com-

mercial activity. Our aim should be first to develop the carrying trade of the country, and to promote industrial enterprises. We should not aim to enrich ourselves at the expense of others. We do not want to make a great beginning and a small ending. Our plan should be to advance slowly but surely."

In calling attention to these prevalent ideas, it is merely for the purpose of inserting in this report the current thought of Japan in relation to industrial matters, and to show as far as may be possible, the hopes and aspirations of the Japanese for a large share of the trade and commerce of the Far East.

One of the English papers, commenting on this tendency of the Japanese, said: "Among public speakers are found not only officials whose special province is trade and agriculture, merchants, and bankers, but even a naval officer of high rank has considered it not beneath his dignity to tell his countrymen that they can only become a great nation by development of trade, and that trade is as worthy of their best efforts as war."

It is indeed true that abundant evidence is given almost daily that the attention of the thinking classes is being seriously devoted to the above and kindred subjects, and when it is remembered that a single generation ago trade in any form was considered the most degrading of pursuits, and that all engaged in it were, in the social scale, the lowest of the low, the present spirit of the people seems not to be the least of the many great changes that have come over them. It may also be considered to afford a hope that ere another generation passes the low standard of commercial morality, which still prevails as an unfortunate relic of the past among the mass of

traders, and which must, while it lasts, be always an obstacle to the existence of a widespread system of commercial credit, will have as completely disappeared as has now the former social degradation.

Some idea of the industrial progress of Japan may be gathered from the following table, which is submitted here because it is of a general character and indicates at a glance the wonderful progress which this country is making. So many people are inclined to sneer at Japan as a competitor of the United States. Further along I shall treat upon that phase of the question, but for the moment I wish to emphasize by this table the rapidity of her growth in several important directions:

#### COMMERCIAL AND INDUSTRIAL DEVELOPMENT SINCE LAST WAR.

	No. of Companies.	Capital.
Railroad companies authorized by government.....	80	\$143,953,000
Railroad companies projected, not yet authorized..	125	202,000,000
	205	\$345,953,000
Electric and horse cars.....	34	20,249,000
	239	\$366,202,000
<b>BANKS.</b>		
Increased funds.....	46	18,435,000
Newly established.....	132	89,560,000
	178	\$107,995,000
<b>INDUSTRY.</b>		
Cotton mills.....	49	29,582,000
Silk mills.....	24	10,295,000
Weaving factories.....	19	9,425,000
Mining and metallurgical companies.....	22	8,185,000
Electric works.....	15	11,620,000
Other industrial works.....	58	17,489,000
	187	\$ 86 596,000
<b>COMMERCE.</b>		
Insurance works.....	14	22,600,000
Exchanges.....	26	6,240,000
Trades.....	11	8,376,000
Navigation and ship-building.....	28	14,275,000
Other commercial enterprises.....	47	12,156,000
	126	\$ 63,647,000
<b>Total.....</b>	<b>730</b>	<b>\$624,440,000</b>

## POPULATION, OCCUPATIONS AND WAGES.

The population of Japan, as returned January 1, 1895, was as follows:

General Divisions.	Male.	Female.	Total.
Nippon—			
Central.....	8,140,554	8,065,916	16,206,470
Northern.....	3,245,463	3,134,804	6,380,267
Western.....	4,792,678	4,649,759	9,442,437
Total.....	16,178,695	15,850,479	32,029,174
Shikoku.....	1,484,969	1,428,310	2,913,279
Kiushiu.....	3,238,042	3,207,407	6,445,449
Hokkaido.....	219,692	202,608	422,300
Total .....	21,121,398	20,688,804	41,810,202

Over three quarters of the population of Japan may be found in Nippon, or the main island. This includes the two great districts of Tokyo and environments, and of Kyoto and Osaka. Practically all the manufacturing of the empire is carried on in these two districts and hence the population of these localities has a special value for those interested in this report.

An examination of the detailed statistics of the population of Japan discloses the same drifting from the rural districts that is so noticeable in Europe and in the United States. The growth of the cities of Japan has been more rapid in the past ten years than the increase in population in the country districts. As in other countries, this tendency is obviously due to the development of manufacturing and commerce, both of which tend to concentration of population in the centers of trade at the expense of the country.

The population consisted of 607 nobles, whose

families number in all 3,277. There were 432,159 of the ancient warriors, or Samurai, whose families number 1,607,316. There were 7,918,474 heads of families in Japan who may be regarded as the people and whose families aggregate 31,848,369, making the grand total of 41,810,202, without Formosa.

The following tabular statement shows the division of the population according to castes at the close of 1895, which is of considerable interest, as it enables one to judge in a measure of the social character of the people of Japan according to their own classification:



Grand Divisions.	Nobles.		Samurai.		Common People.		Total.
	Heads of Family.	Members of Family.	Heads of Family.	Members of Family.	Heads of Family.	Members of Family.	
Nippon—							
Central.....	486	2,511	116,527	368,754	3,082,403	12,635,789	16,206,470
Northern.....	4	41	48,707	209,081	990,080	5,132,354	6,380,267
Western.....	86	526	73,281	234,960	2,045,828	7,087,756	9,442,437
Total.....	576	3,078	238,515	812,795	6,118,311	24,855,899	32,029,174
Shikoku.....	1	9	30,080	104,875	586,993	2,191,321	2,913,279
Kiushiu.....	27	175	153,508	649,983	1,126,454	4,515,302	6,445,449
Hokkaido.....	3	15	10,056	39,663	86,716	285,847	422,300
Total.....	607	3,277	432,159	1,607,316	7,918,474	31,848,369	41,810,202

Below is a table showing the increase in the number of cities of 10,000 inhabitants and upward in Japan from 1885 to 1895:

Year.	100,000 and over.	50,000 to 100,000	30,000 to 50,000	10,000 to 30,000	Total.
1885.....	5	6	17	99	127
1895.....	6	13	23	163	205

This shows an increase of seventy-eight cities in one decade. Tokyo and suburbs have over 1,800,000 population; Osaka, over 500,000; Kyoto, nearly 400,000; Nagoya, 250,000; Yokohama, nearly 200,000 and Kobe about the same. It will thus be seen that the Japanese will soon have to confront some interesting municipal problems. A study of some interesting data in relation to the municipal government of Tokyo shows how far behind the centers of population in Japan are in modern municipal improvements, and convinces me that this is a subject worthy of the consideration of manufacturers in this country who deal in machinery used in the construction of electrical plants, bridges, tramways and sewerage.

The following table shows the population of the cities in Japan containing over 30,000 inhabitants:

Tokyo .....	1,242,224	Otaru.....	39,644
Osaka.....	488,937	Shizuoka .....	37,824
Kyoto.....	328,411	Kochi.....	37,112
Nagoya.....	206,742	Maebashi.....	36,323
Yokohama .....	160,439	Utsunomiya.....	36,163
Kobe .....	158,993	Akamagaseki.....	35,384
Hiroshimo.....	91,985	Matsue.....	35,202
Kanazawa.....	89,975	Takamatsu.....	34,672
Sendai.....	76,999	Matsuyama.....	34,529
Kumanotu.....	71,022	Kofu.....	34,216
Nagasaki.....	67,481	Otsu.....	33,017
Nakodate .....	66,333	Naba.....	33,013
Tokushima.....	61,150	Gifu.....	32,695
Toyama.....	58,362	Nagano.....	32,330
Fukuoka.....	58,218	Morioka.....	32,031
Wakayama.....	55,764	Hemiji.....	31,134
Kagoshima.....	55,495	Hirosaki.....	30,934
Okayama.....	52,360	Tsu.....	30,791
Niigata.....	50,030	Takaoka.....	30,573
Sakai.....	46,983	Takasaki.....	30,274
Fukui.....	43,284	Mito.....	30,105

Unfortunately the census returns of Japan do not give the occupations of all the people. In treating this subject it is only possible to give certain specific

occupations. First, as we have noted above, we have the population by castes. The census shows that there are nearly one million engaged in weaving. This is probably the most important industry, next to agriculture. According to an estimate which I made myself, there are about 1,250,000 persons engaged in transportation; that is to say, engaged in the actual occupation of moving freight and people. This is based on the number of hand-carts and jinrikishas; the first class aggregates nearly 900,000 and the latter a little over 200,000. I have added 150,000 as the number likely to be engaged as pushers and pullers, for many of these carts as well as jinrikishas have two coolies.

This system of making beasts of burden of men, and of doing with human labor all the work which is done in most civilized countries by the use of horses, electricity, steam and other motive power, is one of the greatest obstacles in the way of the industrial progress of Japan. While some contend that the mighty armies of Europe taken from active work are an immense detriment to the population, we have in Japan the most muscular of its population engaged as beasts of burden. So tremendous is this drain upon the population of the empire that much of the other hard labor, such as loading coal on vessels, handling heavy freight on railroads, the driving and loading of pack horses, heavy farm work and the like, is performed by women, who, dressed in tight blue cotton trousers and tunics, are compelled to do for Japan what the longshoremen, yardmen and farm laborers do in the United States. On the health of the individual the occupation of pulling jinrikishas is undoubtedly detrimental. The twenty-five years

of jinrikisha days has left its scars upon those engaged in and those who have survived the severe toil, while the ill-shapen, stunted, bent, worn-out creatures who strain every muscle in pulling and pushing hand-carts, loaded without regard to those who propel them, tell a story of human degradation that words are powerless to depict. Heart disease, pulmonary affections, rheumatism and a rapid breakdown of the constitution are the inevitable results. With the exception, possibly, of some Europeans, those who ride have no more mercy on these jinrikisha men than the ordinary man or woman has for a horse. If the passenger is in a hurry, the man-horse is goaded on by the offer of additional fare. Then you hear the painful breathing and perhaps realize what it means to the sufferer. If the day is hot, every vestige of clothing, except the breech-cloth, is not infrequently removed, and the little horse-puller goes swiftly over the road, with huge drops of perspiration dripping from his brow and face, and his skin wet as though just from a bath.

Broadly speaking, the occupations of the people of Japan may be described as first, agriculture; second, those engaged in transportation; third, those engaged in the textile industries, weaving, etc.; fourth, those engaged in personal service; and fifth, those engaged in miscellaneous industries, mostly such industries as those mentioned in the beginning of this report. Owing to the low wages in Japan, we find a much larger number of persons employed in proportion to the value of the product than in this country or in Europe. The following is a somewhat compact statement of wages paid in Japan, prepared for me by the chief of the Japanese Bureau of Statistics. I

should think it about as fair a statement as possibly could be prepared:

\* CENTS PER DAY IN UNITED STATES MONEY (*Gold.*)

Trades.	Maximum.	Average.	Minimum.
Carpenters.....	15.8	13.5	10.7
Plasterers.....	15.8	13.5	10.9
Stonecutters.....	18.2	15.2	12.1
Sawyers.....	15.5	12.9	10.3
Thatchers.....	14.9	12.7	09.9
Tilers.....	17.0	14.0	11.1
Straw plaiters.....	15.2	12.6	10.1
Sash and blindmakers.....	15.2	12.7	10.1
Paperhangers.....	15.9	12.9	10.2
Cabinetmakers.....	15.0	12.6	09.9
Tailors (Japanese garments).....	14.2	10.9	08.1
Tailors (European garments).....	24.6	17.5	11.7
Dyers.....	12.7	10.1	07.7
Cotton ginners.....	12.0	09.8	07.6
Blacksmiths.....	15.5	12.6	09.6
Porcelain workers.....	14.9	11.4	08.6
Lacquer artisans.....	14.8	11.8	08.9
Oil pressers.....	12.8	10.8	08.5
Tobacco cutters.....	13.3	0.99	08.5
Printers.....	13.3	10.4	07.7
Ship carpenters.....	11.8	14.4	11.3
Typesetters.....	14.5	11.0	07.6
Sake brewers.....	14.8	11.4	08.8
Soymakers.....	12.1	09.5	07.4
Farm hands (male).....	09.5	07.8	06.1
Farm hands (female).....	06.0	04.7	03.5
Silk growers (male).....	11.1	08.5	06.5
Silk growers (female).....	07.5	05.9	04.4
Silk spinners.....	08.5	06.7	04.9
Tea curers.....	15.7	12.2	09.4
Day laborers.....	11.0	09.2	07.3

DOLLARS PER MONTH IN UNITED STATES MONEY (*Gold.*)

Trades.	Maximum.	Average.	Minimum.
Weavers (male).....	2.42	1.80	1.28
Weavers (female).....	1.65	1.26	.85
Confectioners.....	2.87	2.12	1.44
Farm hands (male).....	1.16	.88	.64
Farm hands (female).....	.64	.48	.36
Men servants.....	.06	.78	.55
Maid servants.....	.58	.41	.28

NOTE.—The table prepared for this report by the Chief of the Imperial Bureau of Statistics, and which may be regarded as the general average for the Empire, does not agree with some of the returns from particular localities as given elsewhere. This is in part due to the difference in the range of wages paid in the Empire and possibly to the fact that in some cases food is included. The Bureau of Statistics table is undoubtedly correct statistically. The other figures may be used to gain some idea of how low wages are in some parts of Japan.

Those who think Japanese competition does not amount to anything are prone to say that, as Japan becomes more civilized and its people more productive, wages and the cost of living will increase to such an extent that it will in a measure reduce the

difference of the cost of production in Europe and America and Japan. It is only fair to state, therefore, that the wages herewith given are the current wages and that they have increased materially since 1873. It may be that these wages will go still higher than they are at the present day, and it is certainly important that this fact should be understood in any discussion of wages in Japan. Moreover, I am prepared to show that the cost of living in Japan has not only increased in proportion to wages, but at a greater rate. While this fact may be very discouraging to those who point to Japan as a glittering example of prosperity and increase in wages because it is a silver country, it is nevertheless true, and no fair estimate of industrial conditions in Japan can be made without its knowledge. The following table, based on the investigations of the Monetary System Investigating Commission, shows how the cost of living has risen in Japan. Ruling prices of 1873 are taken as the standard. Rent refers only to the fifteen urban sections of Tokyo;

Year.	Rice .....	Miso.....	Table Salt..	Soy.....	Firewood....	Charcoal..	Cotton .....	Rent .....	Bath Charges.	Average Rate.
1873.....	100	100	100	100	100	100	100	100	100	100
1874.....	152	114	105	99	98	93	100	107	111	109
1875.....	149	146	112	109	123	117	100	110	132	122
1876.....	107	142	80	124	136	112	106	115	142	118
1877.....	111	138	76	130	125	100	106	123	165	119
1878.....	133	150	144	137	105	124	112	125	174	134
1879.....	166	181	192	152	153	137	118	133	184	157
1880.....	220	250	185	141	202	159	129	140	205	181
1881.....	221	266	171	173	278	246	141	146	218	207
1882.....	184	221	158	157	305	226	129	150	246	197
1883.....	131	192	125	121	232	150	118	160	244	164
1884.....	110	147	92	146	187	121	106	164	223	144
1885.....	138	174	113	139	178	121	106	172	226	152
1886.....	125	156	93	138	128	98	112	178	216	138
1887.....	103	153	86	138	153	127	112	192	216	142
1888.....	105	148	79	152	139	142	112	200	219	144
1889.....	125	155	143	159	145	127	112	217	223	156
1890.....	186	233	124	158	149	165	114	220	223	169
1891.....	146	198	113	141	145	167	114	224	226	161
1892.....	151	197	108	154	158	179	118	226	221	168
1893.....	154	192	95	153	162	165	124	225	221	166
1894.....	165	189	91	158	141	150	118	228	221	162



The table explains itself and no analysis need be given. The rise in the cost of living about 1881 was primarily due to the circulation of an excessive amount of inconvertible notes, and the occurrence of domestic and foreign complications in succession, commencing with the serious ministerial rupture caused by the Korean expedition, followed by the civil disturbances in Saga, Kumamoto, Yamaguchi and Kagoshima.

With the gradual readjustment of the national finance, a step completed in 1886, prices of commodities entered the downward grade, a movement, however, that lasted for only a few years. Prices began to ascend again from 1889, and, with only slight fluctuations the movement continues to this day. The rise in the market prices of commodities is attributed mainly to the fall in the gold price of silver. Figures subsequent to May, 1894, are not yet forthcoming, but it is estimated that they stand considerably higher than those given above. It will thus be seen that a petty official who could subsist in 1873 on \$10 (silver) a month, required at the beginning of 1894 \$16.20 (silver) to live in proportionate style, while a person who lived on \$138 a month in 1886 required \$162 eight years later. It is therefore easy to see that persons living on petty fixed incomes, such as clerks in government service, whose income is practically stationary, must now be experiencing considerable difficulty in making ends meet, especially as house rent, which constitutes the largest item in the cost of living, is steadily going upward.

Wages of mechanics show a more or less upward tendency, as the following comparative table, compiled by the same commission, will show:

1873.....	100	1884.....	134
1874.....	103	1885.....	135
1875.....	105	1886.....	131
1876.....	107	1887.....	133
1877.....	110	1888.....	134
1878.....	118	1889.....	132
1879.....	124	1890.....	130
1880.....	135	1891.....	127
1881.....	138	1892.....	130
1882.....	142	1893.....	130
1883.....	139	1894.....	133

It will be observed that while the average cost of living has gone up in Japan since 1873 by nearly two-thirds, the wages of mechanics have increased only one-third; while the wages of the small officials and other salaried persons have not increased at all. These figures, as I say, are official, and have been prepared with great care by the Monetary System Investigating Commission and are well worth studying.

Another table also prepared by the commission shows the fluctuations in house rent in the fifteen urban divisions of Tokyo, and demonstrates that house rents in Akaska have risen most (100 in 1873 to 461 in 1894); then Fukugawa (100 to 421); Nihonbashi (100 to 367); Asakusa (100 to 340); Koishikawa, Shitaya, Honjo, Kojimachi, Ushigome, Kanda, Yotsuya, Shiba, Azabu, Hongo and Kyobashi follow in the order given.

*Mr. Maxwell.* After such a report as this of the progress in Japan, and the wages paid, Mr. Labor, I beg to inquire of our free trade friends what they propose to do about the prospective imports from that country? Will the tariff for revenue advocates have the nerve to tell us from the stump or through the press what low duties of any kind can save us?

Note what Mr. Kaneko, Vice-Minister of Agricul-

ture and Commerce of Japan, said: He claimed that the skill in spinning cotton that required the spinners of Manchester three generations to accomplish, the Japanese had acquired in ten years, claiming, too, that the Japanese spinners excel the Manchester spinners today.

How long will it be before Japan will be selling her goods in Manchester, Mr. Labor, and that city become a second Groversville? Will England remain a free trade country then?

Japan's wages in gold are not one-fourth what England's are, and her hours of work are longer. It looks to me as though the free trade songsters were going to get some black eyes in the near future that will force them to hunt up some new words, and fit them to some other tune.

Again, Mr. Labor, shying away from Japan a moment, but not away from the subject, what is England going to do with Germany? The wages of the former are nearly double those of the latter, as will be seen by the following table, which I copy from the Daily News Almanac of 1896, showing average weekly wages on a gold and silver basis of foreign countries as well as our own:

AVERAGE WEEKLY WAGES PAID TO THE GENERAL TRADES IN COUNTRIES WITH CURRENCIES ON GOLD BASIS.

Trades and Occupations.	Victoria..	*Brazil....	France....	Germany..	England..	Ireland...	Scotland..	Holland...	Italy.....	Spain (Malaga).	Switzer-land.	Ontario (Ottawa).	United States.
Building trades—	1894.	1884.	1894.	1884.	1884.	1884.	1884.	1884.	1884.	1892.	1884.	1884.	1891.
Bricklayers.....	\$14.60	\$7.90	\$5.74	\$4.21	\$7.56	\$7.22	\$7.55	\$4.89	\$4.20	\$3.80	\$5.21	\$18.00	\$21.18
Hod carriers.....	9.50	5.00	3.13	2.92	4.94	3.48	4.50	3.60	1.70	.....	.....	8.40	13.38
Masons.....	15.30	5.85	5.33	4.67	7.68	7.12	7.10	4.80	3.00	3.30	5.27	13.50	21.00
Tenders.....	9.60	3.28	3.23	3.15	5.07	3.65	4.70	4.00	1.70	.....	3.50	8.40	9.60
Plasterers.....	15.30	8.30	6.34	4.43	7.00	7.12	6.73	4.00	5.04	5.10	5.03	13.50	23.10
Tenders.....	9.60	3.28	3.22	2.91	5.27	3.53	4.95	4.00	1.70	.....	3.40	8.40	.....
Slaters.....	15.30	8.25	5.65	4.20	7.10	6.85	6.86	4.00	4.20	.....	4.35	.....	21.00
Roofers.....	.....	5.34	5.65	4.28	7.35	6.57	7.13	.....	4.20	.....	2.99	13.50	17.30
Tenders.....	.....	3.28	3.64	2.81	4.24	3.40	5.10	.....	1.70	.....	3.18	8.40	.....
Plumbers.....	13.40	7.92	6.10	4.25	7.90	7.47	7.00	4.80	3.60	3.25	5.18	13.50	19.00
Assistants.....	9.60	3.60	3.61	2.72	4.69	3.38	4.10	2.80	1.70	.....	3.36	8.40	.....
Carpenters.....	14.60	7.13	6.20	4.11	7.66	6.97	6.91	4.80	3.40	3.90	4.74	11.60	15.25
Gasfitters.....	13.40	7.02	6.07	4.08	7.66	7.47	6.86	5.60	3.40	.....	5.04	13.50	11.90
Bakers.....	11.55	5.73	.....	3.50	6.17	6.53	6.51	4.80	4.00	4.50	3.88	10.50	.....
Blacksmiths.....	14.60	13.42	5.81	4.00	7.37	7.07	6.56	4.80	2.00	3.90	5.20	10.50	16.02
Strikers.....	.....	7.65	4.72	2.94	5.30	3.79	4.61	3.60	3.40	.....	4.40	7.00	10.32
Bookbinders.....	16.54	3.58	5.75	2.20	6.77	7.22	6.70	4.00	3.80	.....	4.68	10.00	.....
Brickmakers.....	.....	10.00	5.33	3.98	7.00	6.41	5.97	3.29	5.00	5.40	4.40	8.10	.....
Brewers.....	11.90	4.56	4.43	5.00	6.85	7.30	6.86	6.00	.....	2.70	3.78	15.00	.....
Butchers.....	13.07	9.08	.....	3.32	5.50	6.81	5.95	3.00	.....	3.90	4.66	9.60	.....
Brassfounders.....	16.00	7.06	6.54	4.38	7.47	7.34	6.31	4.00	4.00	.....	4.92	.....	.....
Cabinetmakers.....	12.20	5.01	6.14	4.25	7.68	7.22	6.73	4.80	3.40	5.25	5.59	11.40	13.32
Confectioners.....	9.75	7.86	4.85	3.40	6.84	.....	6.46	4.80	3.75	3.55	5.84	11.40	.....
Cigarmakers.....	7.30	7.00	4.65	3.63	6.07	.....	6.11	4.80	3.00	4.80	3.30	9.00	.....
Coopers.....	13.86	6.45	5.58	3.97	7.50	6.81	6.66	4.80	2.60	.....	4.78	9.00	16.08
Cutlery.....	.....	.....	5.16	3.90	7.00	8.03	6.73	.....	3.80	4.50	4.93	.....	.....
Distillers.....	.....	10.48	.....	3.56	.....	6.00	6.11	6.00	4.20	4.25	4.02	.....	.....
Draymen and teamsters.....	10.94	3.54	5.57	2.96	5.37	4.26	5.28	4.40	1.50	.....	.....	8.40	10.80

AVERAGE WEEKLY WAGES PAID TO THE GENERAL TRADES IN COUNTRIES WITH CURRENCIES ON GOLD BASIS.

Trades and Occupations.	Victoria..	*Brazil....	France....	Germany..	England..	Ireland...	Scotland..	Holland..	Italy.....	Spain (Malaga).	Switzer-land.	Ontario (Ottawa).	United States.
Drivers—	.....	3.86	4.82	3.21	5.15	4.26	5.16	2.50	2.60	2.70	.....	8.40	.....
Cab and carriage..	.....	6.89	4.47	3.44	.....	4.26	5.16	2.50	3.60	3.00	.....	10.00	.....
Street car.....	.....	5.37	4.88	3.45	6.18	4.86	6.08	3.60	3.00	3.30	3.84	7.00	9.00
Dyers.....	.....	.....	7.35	5.12	8.38	8.27	8.46	8.00	6.00	7.65	6.25	15.00	.....
Engineers.....	.....	.....	7.00	4.20	8.52	8.03	7.06	4.00	4.60	3.00	4.63	14.00	.....
Furriers.....	.....	4.30	5.11	3.78	5.80	4.86	4.98	3.60	4.00	4.95	3.83	8.00	13.50
Gardners.....	.....	10.32	5.50	4.36	6.10	7.30	7.88	4.00	5.25	.....	3.84	.....	.....
Hatters.....	.....	7.02	5.89	3.61	6.32	6.21	6.88	4.40	5.20	4.50	4.65	12.00	.....
Horsehoers.....	.....	12.00	6.24	5.21	8.76	8.00	7.00	3.20	5.20	3.60	6.35	12.00	.....
Jewelers.....	13.10	.....	4.00	3.11	4.70	4.00	4.36	4.80	3.80	2.75	3.63	7.00	8.88
Laborers, porters, etc.	9.60	3.35	7.17	5.60	7.07	7.71	7.33	4.80	.....	3.00	5.51	12.00	.....
Lithographers.....	13.40	15.00	6.74	4.18	6.97	7.30	6.76	6.00	.....	.....	6.30	12.00	16.80
Millwrights.....	.....	.....	4.84	3.12	5.90	4.87	.....	.....	3.20	.....	2.64	.....	.....
Nailmakers, hand.	.....	12.00	6.64	.....	7.17	8.52	7.27	6.00	4.60	4.50	5.92	.....	16.42
Printers.....	.....	3.87	4.78	3.60	5.20	4.38	6.62	.....	5.20	4.00	4.17	.....	.....
Potters.....	.....	10.32	6.04	2.85	7.02	8.03	6.50	4.80	2.80	3.90	.....	.....	.....
Sailmakers.....	.....	.....	.....	3.00	.....	.....	.....	4.00	.....	3.30	.....	.....	.....
Shoemakers.....	.....	.....	.....	5.70	8.84	5.40	5.07	.....	2.00	3.30	.....	.....	.....
Stevadores.....	17.52	7.75	6.72	4.85	.....	.....	.....	.....	.....	3.90	.....	.....	21.00
Stonecutters.....	.....	.....	5.18	3.80	6.35	5.45	6.46	4.00	2.20	4.20	4.92	8.25	.....
Tanners.....	9.24	.....	.....	3.41	7.40	6.70	6.90	5.00	4.00	4.90	6.36	9.00	.....
Tailors.....	13.40	6.36	5.62	5.11	11.00	8.87	12.00	5.00	5.20	7.00	.....	.....	.....
Telegraph operators	.....	10.75	6.92	3.55	6.50	6.04	6.67	4.00	6.60	3.00	4.40	7.50	14.35
Tinsmiths.....	12.40	7.02	5.50	.....	.....	.....	.....	.....	.....	.....	.....	6.00	.....

\*The gold standard prevails in Brazil, but the actual currency is paper, which is now valued at about 18 cents per milreis, while the gold milr is worth 54.6 cents. As the rates given are based upon a gold standard, and as it is now most likely that labor is paid in paper currency, it follows that the purchasing power of the paper-currency wage is only about one-third the purchasing power of the rates given in the table, and that labor has suffered to that extent, unless wages have been trebled in the meantime.

AVERAGE WEEKLY WAGES PAID TO THE GENERAL TRADES IN COUNTRIES WITH CURRENCIES ON SILVER BASIS.

Trades and Occupations.	Austria.*		China.		Colombia (Barranquilla.)	Equador.		Japan.....	Mexico.....	Persia .....	Peru (Callao)	Russia.....	Venezuela ....
	Bohemia†,	Austria...	Amoy .....	Ningpo....		Quito....	Guayaquil						
Building Trades—	1891.	1884.	1891.	1884.	1884.	1885.	1884.	1892.	1884.	1884.	1884.	1884.	1884.
Bricklayers.....	.....	\$3.58	\$1.64	\$1.20	\$7.74	\$1.44	\$7.50	\$2.04	\$10.00	\$2.40	\$9.00	\$4.32	\$9.00
Hod carriers.....	.....	2.05	1.13	.....	3.90	.72	4.50	1.14	3.60	1.90	5.40	2.45	4.63
Masons.....	\$2.63	3.73	1.60	.....	7.74	1.44	7.50	2.18	10.80	1.80	14.76	6.72	9.74
Tenders.....	.....	1.92	.75	Tenders.	3.90	.72	4.50	1.14	3.50	1.20	4.90	2.88	3.81
Plasterers.....	.....	4.00	1.50	.....	7.74	1.44	7.50	1.56	4.25	2.40	9.00	4.00	9.40
Tenders.....	.....	1.82	.75	.....	3.90	.72	4.50	.....	3.50	1.20	5.40	2.55	4.63
Slaters.....	.....	4.00	.....	.....	7.74	1.44	.....	.....	.....	.....	.....	4.20	18.20
Roofers.....	.....	4.20	1.60	.....	7.74	1.44	7.50	1.80	8.40	1.80	.....	3.75	8.70
Tenders.....	.....	2.80	.75	.....	3.90	.72	4.50	.....	3.25	1.20	.....	2.60	4.82
Plumbers.....	.....	4.11	1.56	.....	14.50	1.44	10.00	.....	.....	.....	.....	4.32	.....
Assistants.....	.....	2.41	.75	.....	7.74	.72	6.00	.....	.....	.....	.....	2.80	9.60
Carpenters.....	2.85	5.10	2.15	.....	7.74	1.44	10.80	1.56	.....	.....	9.00	3.30	9.84
Gasfitters.....	.....	6.00	.....	.....	14.50	1.44	8.00	.....	.....	2.40	.....	3.70	18.00
Bakers.....	.....	4.72	2.80	.....	4.84	1.44	10.00	.....	7.60	3.72	3.60	2.92	12.00
Blacksmiths.....	2.57	3.18	1.25	1.25	9.66	1.44	9.00	1.85	8.00	3.04	16.30	3.72	12.83
Bookbinders.....	.....	4.00	.....	.....	4.84	1.44	7.50	.....	5.50	.....	13.80	3.42	10.25
Brickmakers.....	2.24	3.10	1.64	1.00	4.84	1.44	7.50	.....	6.00	3.78	9.20	2.80	9.16
Brewers.....	3.09	5.87	3.50	.....	.....	.....	.....	.....	6.00	.....	20.00	4.00	.....
Butchers.....	.....	3.60	2.25	.....	3.84	1.44	9.00	.....	5.40	1.68	12.30	2.91	11.75
Brass founders.....	3.31	4.40	1.62	.....	.....	1.44	10.00	3.00	10.00	.....	.....	4.20	.....
Cabinetmakers.....	2.85	3.00	2.25	1.80	7.74	1.44	10.00	.....	10.00	.....	14.76	5.76	14.45
Confectioners.....	3.20	3.04	2.80	1.32	4.84	1.44	9.00	.....	5.00	2.88	4.20	3.80	10.38
Cigarmakers.....	.....	3.04	1.40	.....	4.84	1.44	8.00	.....	4.50	1.68	7.50	5.00	12.50
Coopers.....	.....	3.90	1.63	1.80	.....	1.44	10.00	.....	7.25	.....	7.50	3.66	.....
Cutters.....	2.20	3.00	2.13	.....	.....	.....	.....	.....	4.00	1.25	.....	3.91	.....
Distillers.....	2.36	3.00	3.50	.....	3.84	.....	12.00	.....	.....	.....	.....	4.00	13.50
Draymen and teamsters.....	.....	2.20	.....	.....	3.84	.72	9.00	.....	3.60	.....	3.50	3.60	.....



AVERAGE WEEKLY WAGES PAID TO THE GENERAL TRADES IN COUNTRIES WITH CURRENCIES ON SILVER BASIS.

Trades and Occupations.	Austria.*		China.		Colombia (Barranquilla.)	Equador.		Japan .....	Mexico.....	Persia .....	Peru (Callao)	Russia.....	Venezuela ....
	Bohemia..	Austria...	Amoy .....	Ningpo....		Quito.....	Guayaquil						
Drivers—					\$3.84			\$1.50	\$3.60	\$1.75	\$3.50	\$3.60	
Cart and carriage..		\$4.00			4.84				3.00		7.40	2.95	\$8.50
Street car.....		3.68							3.16	2.40		3.16	10.00
Dyers.....	\$2.42	3.80	\$1.75	\$2.00		\$1.44			4.66	3.00	19.75	4.66	
Engravers.....			1.75			1.44		1.52	3.66			3.66	13.00
Furriers.....		3.67	2.56						3.90	1.48	5.00	3.90	6.50
Gardeners.....			1.50		3.84				5.10	3.84	9.00	5.10	
Hatters.....		3.85	1.50		3.84	1.44			3.75	1.68		3.75	
Horseshoers.....		3.48	1.56		9.66	1.44			4.15	6.30	13.90	4.15	
Jewelers.....		4.74	1.88	1.98	9.66				2.90	1.92	3.50	2.88	7.85
Laborers, porters, etc.	2.37	3.00	1.00	1.20	3.84	.72		1.14	3.30			3.30	
Millwrights.....		3.10	1.88				20.00		5.76	3.00		5.76	
Potters.....		4.85	1.88	1.44	4.84	1.44	2.75	1.80	5.76	1.92	9.42	5.76	12.00
Printers.....		3.40	2.25		4.84	1.44	10.00	1.75	2.60			2.59	14.00
Printers.....	3.34												10.00
Sailmakers.....		3.80	4.50						9.00	3.84	4.92	2.88	
Shoemakers.....			1.45			1.44	9.00						
Shoemakers.....		7.40	1.88		5.92		9.00	2.18					
Shoemakers.....		4.15	1.75			1.44			3.00	3.84	4.92	4.92	12.00
Stonecutters.....		3.00	1.50		5.92	1.44	8.00		7.14	2.88	4.92	3.42	12.50
Tanners.....	2.41					1.44	10.}	11.70	11.50		12.10	5.25	11.38
Tailors.....		4.03	2.50		4.84	1.44		22.95	7.50	1.92	7.50	3.96	14.00
Telegraph operators..		6.75	6.00		12.00		27.00						
Tinsmiths.....		3.70	1.10		5.92	1.44	10.00						

\*Although the gold standard now prevails in Austria-Hungary, the silver standard prevailed up to August, 1892. As will be noted in the tables printed in Tinsmiths' Consular Reports showing the value of foreign coins, the Austrian silver florin, the old money unit of the empire, fluctuated in value from 47.6 cents in 1874 to 32 cents in July, 1892, when it was superseded by the gold crown, with a fixed value of 20.3 cents. The downward course of the old silver florin must be taken into account in the Austrian wage rate, thus scaling still further the very low rate which prevailed in that country.

†Tailors employed on native clothes.

‡Employed in making foreign clothes.

†Week of seven days.

A Scotchman, many years an adopted citizen of the United States, and a prominent business man in his line, was scolding to me a few days ago because he could never find in print any mention of the hours that constitute a legal week's work in Germany as compared to other countries, and cited that by law fifty-four hours were made a legal week's work in England, while in Germany it was a week of seventy-two hours.

I do not remember that my Scotch friend charged that he never saw it in print, but he did charge that too little notice was taken of it in connection with tariff duties, etc., and called special attention to the point of how much more a machine would turn out running a full extra day during each week in Germany, amounting to 52 days in a year than could be the case with the Nations Germany specially competes with.

This is a per centage in Germany's favor that our country cannot afford to lose sight of, and one, Mr. Labor, that I do not believe England can ignore for very many years.

England has already nearly starved her farmers to death by her non-protective methods and lessened her own markets to a limit that cannot be estimated by thus destroying the farmer's purchasing ability, and now is she going to let Germany come in and swallow up the market her sellers of days works make? In my opinion, if Germany fails to force England to protective measures, Mr. Labor, Japan eventually will, except our people are soups enough to let Japan into our markets to the limit of taking all the products she can manufacture.

If Japan continues to progress as she has in the

past ten years, and comes anywhere near continuing her present scale of wages, the writer on political economy will have to admit that theory is one thing and practice is another.

We must not forget that theory once proved by figures that a steamship could not carry fuel enough to sail her across the ocean, let alone the thought of her having room for freight. We all know how that came out.

The President of the Manufacturers' Association, Mr. Theodore C. Search, cites, "Japan buys abroad a great quantity of wood and metal working machinery and tools, and a large share of this trade falls into the hands of American manufacturers." He adds, "The remarkable imitative genius of the Japanese is cited as threatening to ruin this trade, and it is shown that they buy only a single tool or machine of each kind and make for themselves whatever duplicates they may require," and continues, "In the absence of protection for American patents or trade marks this can be done with impunity, and greatly to the hindrance of the business which Americans seek to extend in Japan." He further says, "This condition of unrestricted piracy of patents and trade marks in Japan is passing away with other relics of former crude civilization, and treaties have been negotiated with the leading Nations which will accord full protection to foreign patent and trade mark rights. Most of these treaties will become operative in 1899."

It is important to include this in order to show what an ingenious people the Japanese are. They will undertake anything that any people dare and succeed with it, too.

Insomuch, Mr. Labor, as you have shown here that the chief value of any product is the days works it contains, Japan is a country to be dreaded and feared so long as her labor works for one-tenth the pay our labor receives. A tariff duty that will protect us against other competing countries will do us no good against Japan and China.

By reading the whole of Mr. Porter's report, it will be found that Japan now is paying strict attention to the improvement of the quality of her goods, and there is no good reason to presume that it will lack progress in that direction any more than she has in any other.

I will, Mr. Labor, submit Mr. Porter's report of the cotton spinning and weaving industry in Japan and ask you to print it with your proceedings after reading portions whereby the class can grasp the essential features of progress in this one line, which is fairly illustrative of all the industries that Mr. Porter has included in his report.

#### COTTON-SPINNING AND WEAVING IN JAPAN.

The increase in the exports of textiles, which was nearly forty-fold in ten years, is due to the fact that Japan is a nation of weavers. The returns of 1895 show over one million weavers. Women weave in Japan as women sew with us. It is no exaggeration to say that in nearly every house in rural Japan the spinning-wheel and loom are kept going from morning till night. It is impossible to gauge the capacity of these people in this industry by the present production. In some of the silk districts I found modern machinery and even regularly-equipped mills, employing from 500 to 1,000 hands. As a rule, the factories range from forty to 120 hands, with the

products of thousands of houses with single looms to draw from the demand. In Fukui, the most important exporting district, the greater part of the weaving is done in the homes, though the establishment of finishing houses makes it possible for the weaver to secure a uniformity of finish that the old method precluded. The exports of all grades of silk goods from Japan will be largely increased in the next decade, and this fact has been recognized by the French, who propose to put a duty on Japanese habutai. Nor will the conflict be confined to habutai alone, for the Japanese are awake to the fact that France leads the world in the originality and beauty of textile designs. They have in the Kyoto district reproduced her moire antique with success. The splendid silk stuff they are making for furniture coverings may be seen in the brilliant effects of the French Renaissance. The Japanese are making every preparation, by the formation of guilds and associations, to improve the quality and increase the uniformity of the goods. It is well to note, in this connection, that while Japan has stimulated its exports of the manufactured article, it has enormously increased the production and export of raw silk. This has been done by the introduction of new methods and a more scientific treatment of the silk-worm and the filature. I visited in Japan filature establishments equal to any I saw in France ten years ago, when investigating the silk industry of that country.

In the Fukui district the first habutai was manufactured in 1888, a total of about \$50,000 (silver) in value. Last year this district produced \$6,076,220

worth, and I was told that the output will be still larger the present year.

In the spinning of cotton and the manufacture of cotton cloth, a still more phenomenal progress is noted, though not shown above. The exports of cotton cloth from Japan probably do not exceed \$5,000,000 (silver), but a large and increasing home demand is supplied. Last year the value of the silk and cotton cloth produced in Japan, including such important articles as kimono stuff and obi fabric, was \$71,350,747. Cotton-spinning in 1889 gave employment to only 5,394 women and 2,539 men. In 1895, over 30,000 women and 10,000 men were employed in mills, which, for equipment and output, are equal to those of any country. The future situs of the cotton industry—at least to supply the Asiatic trade—is bound to be in China and Japan. England is doomed, so far as this trade is concerned, and nothing can save her,—not even bimetallism, as some imagine. Cotton mills are going up rapidly both in Osaka and Shanghai, and only actual experience for a period of years will demonstrate which of these locations is the better. My own judgment, after a close examination of every item in the cost of production, points to Japan. In this contest for the cotton trade of Asia, the United States must supply more and more of the raw cotton. The improvement in the numbers of the yarn spun and in the quality of the cloth woven simply means a larger proportion of American cotton. Two new lines of Japanese steamships have been projected this year, and these ships are to run between the United States and Japan. While Osaka is the center of the cotton yarn industry, the flourishing city of Nagoya is the



centre of cotton cloth manufacture. Here I found several mills turning out a great variety of goods, mostly for home consumption. The export of \$50,000,000 of cotton cloth for China and Korea will be no great achievement for Japan before the close of the century.

While this is my own prediction, I find that in an address delivered July 28, 1896, before the Oriental Society, the Vice-Minister of Agriculture of Japan, declared that 60 per cent. of the whole consumption of cotton yarn in Korea in 1894 was supplied from Japan. For the same period China imported cotton yarn valued at \$31,522,583 (silver), of which Japan shipped nearly a million dollars worth, or less than 3 per cent. Of course, this is a small proportion of the whole consumption, but it is a start, and as I shall show in several lines of industry, when Japan once starts in a given branch of trade, progress is very rapid. A large proportion of the cotton yarn imported into Hong Kong, say at least 90 per cent., comes from India. Japan has practically sent nothing to Hong Kong at present. But she will. Mr. Kaneko is very hopeful and evidently thinks that in the near future Japan would be able to wrest the bulk of the yarn trade of China from India and England. In the address referred to, he says, after calling attention to the actual figures:

"We have then the chance of supplying 37 per cent. more to Korea, 97 per cent. more to China, and even far greater quantities to Hong Kong. It will be seen that there are immense opportunities left open to us in supplying cotton yarn in competition with India and England. Turning to the market in Australia, we have much to do still. During 1894,

Australia imported cotton yarn to a total value of \$22,837,020 (silver). Should the demand for our cotton yarn extend to that country the spinning industry of Japan would advance by leaps and bounds, even if the demand from Korea, China and Hong Kong were lost. \* \* \* \* \*

"Now let us see what advantage or disadvantage we may have in this commercial competition to be undertaken in China and Hong Kong. We hardly need say that the freight from England to China is far greater than the freight we shall have to pay to ship our cotton yarn to China or Korea. India, too, has to pay a higher freight than we pay. The freight on one bale of cotton yarn from Bombay to Shanghai is about \$1.90\* (silver) while the freight from Japan to Shanghai is about \$0.70. The rate of freight we are paying is only one-third that paid by Indian shippers. As to the quality of cotton yarn, we may add that whereas the Indian yarn is of a yellowish-brown color, our cotton yarn is pure white and bright, and Chinese consumers prefer ours to the Indian yarn. In the matter of freight we have already a great advantage, and in addition to this our manufactured yarn excels in quality that produced by our Indian rival and is liked more by the larger consumers. But the Indian spinners have the advantage of being in a position to buy the raw material much cheaper than we can, as a large quantity of raw cotton is produced in India, and they have also the advantage of being able to command much

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\*Mr. Kaneko's estimate of the rate of freight between Bombay and Shanghai does not correspond with the estimate elsewhere, which is official. It is possible Mr. Kaneko may be mistaken, but as it is impossible to verify it, it has been deemed best to leave the statement of the Vice-Minister as reported.

capital at a cheaper interest than we are able to. On our part, however, we have some other advantages. Labor is cheaper here, and we have an abundant supply of cheap coal. Besides, our people are always ready to replace old machinery by modern and more improved types, whenever they find it beneficial to do so. I should think, therefore, there is some prospect of being able to compete with India and England in the Eastern market."

The Japanese are perhaps prouder of the cotton-spinning industry than any other, and this is because it is an absolutely European industry, transplanted to that country and conducted wholly by Japanese labor. In his address, the Vice-Minister of Agriculture refers to this matter in the following language:

"Strictly speaking, the cotton-spinning machinery is European machinery introduced into this country, and the cotton-spinning industry is a European industry started in Japan. Cotton yarn is the first merchandise manufactured in this country by machinery after European style to be exported abroad. I should think that no other industry offers such promising results as the cotton-spinning industry. As the people are now earnest to a degree concerning the export trade, the Government authorities should give an impetus to the development of such a well-paying industry, and the people on their side should work zealously to maintain its growth. I hope that cotton yarn will become one of our important products in the markets of the East in the future."

Cotton-spinning and cotton-weaving in Japan by steam-power are comparatively new industries. The cotton-spinning industry of Japan was first started

at Kagoshima by Prince Shimazu, at that time Daimyo of the province, during the Keiwo era (1865-7). The spinning machinery then introduced from England consisted of 6,000 spindles, and the object was to give employment to the *shizoku*, retainers of the clan. Some years afterwards another factory was opened by Prince Shimazu in Sakai, Izumi province. During 1880 (third year *Meiji*) Mr. Kajima Manbei started a similar factory in the vicinity of Tokyo. The latter venture is now known as the Takinogawa Cotton Mill. But at that period the object of these mill owners was to replace hand labor by machinery. Their object has been almost accomplished, for there is very little or almost no hand-spun yarn on the Japanese market now. The time has come for the country to compete with the imported yarn. Between 1867 and 1877 the value of various foreign goods imported to Japan aggregated \$246,000,000 (silver), of which \$89,000,000 (silver) was for cotton yarn, this staple representing 35 per cent. of the total import. The Japanese Government then purchased various spinning machinery from England, which the authorities disposed of to different people who were given special facilities for repayment. Thus an impetus was given by the Government to the cotton-spinning industry, and the result was so far successful. During 1887 the quantity of cotton yarn imported into Japan was 63,252,924 pounds, but the imports were reduced to about 19,300,000 pounds in 1895 and this year will be about 16,660,000. The low-count yarn manufactured in Japan (under 20's) has prevented the import of Indian cotton yarn. The quantity of Indian yarn received during 1890 amounted to 18,626,666 pounds,

but was greatly reduced in 1895, the total quantity received during that year being but 1,788,900 pounds. These figures show that Japan has already attained the desired result in the matter of competition, and that she has succeeded to a large extent in competing with the imported article; but there still remains the work of stopping the importation of considerable Indian cotton yarn. This can be done by increasing the manufacture of low-count yarn on one side and on the other in competing with the English yarn by manufacturing fine counts. The imports of English yarn of finer counts, from 30's upwards, does not show any remarkable change, though in the low counts—in which a much larger business is done—Indian yarn has been beaten by the Japanese yarn. During 1890, upwards of 23,566,666 pounds of English yarn were imported, while in 1894, imports of the same yarn amounted to 18,133,333 pounds.

The tendency in Japan for the next ten years will be from coarse yarns to fine. This will help American cotton. Note what Mr. Kaneko, already quoted from, says on this point:

"It is natural that things should develop from coarse to fine. Formerly the people were accustomed to wear cotton cloth made with very coarse yarn, but of late cotton cloth of very fine thread has become popular. This explains why so large a quantity of fine yarn is being imported from England. In making fine counts, like the English yarn, the raw cotton produced in the United States is required, China and India cottons not being fit for the purpose, owing to coarseness of fibre. Accordingly, we feel the necessity of providing ourselves with ready means to import American cotton, in connection

with which special banking facilities will be required. In order to accomplish these things, the co-operation of government and people is very important. It is also a very important question to decide how many spindles are required in this country to insure a full supply of cotton yarn."

The report of the Cotton Spinners' Union for the month of May, 1896, showed that there were in the kingdom sixty-seven mills, with 607,505 straight spindles, 86,404 slanting spindles and an additional 453,136 spindles soon to be put in operation, making an aggregate of 1,147,045 spindles. The rapid growth of the industry is well illustrated by the fact that the report issued by the Cotton Spinners' Union at the close of the year 1894 showed only fifty-nine mills in operation, with 523,696 spindles.

In these factories the maximum hours of labor are 24, minimum 12, with an average of  $22\frac{1}{2}$  hours. The straight spindles produce an average of 106 momme (about 14 ounces, avoirdupois) of yarn per spindle per day, while the slanting spindles average 73 momme (about  $9\frac{3}{4}$  ounces, avoirdupois) per spindle per day. The number of male operatives in the factories range from 13 to 1,087, the total being 10,531. The female operatives range in number from 31 in the smallest factory to 3,732 in the largest, the total number being 33,452.

The horse-power of the machinery in operation aggregates 15,595, the average consumption of coal per horse-power being 3,498 pounds per hour. Very few American machines are to be found in the cotton mills of Japan. Nearly all of those now in use are of English manufacture, a considerable portion having been supplied by the firm of Platt Brothers &



Co., Ltd., of Oldham. The almost exclusive use of the English machines is generally attributed to the fact that the Japanese regard England's textile industries as the most flourishing, and to the further circumstance that the English originally introduced the industry in Japan. The operatives have also gotten accustomed to these machines and the mill owners hesitate to make a change.

That the cotton-spinning industry has proven profitable may readily be imagined when it is stated that so far this year six new companies have been formed whose projects contemplate the operation of 101,083 spindles. Those who are in a position to know declare that before the close of the year 1897 there will be fully 1,500,000 spindles in operation in Japan. The average net profit per spindle during the first six months of last year was \$2.97 (silver) but it had increased to \$3.79 (silver) during the latter half of the year. The greatest profit per spindle was \$6.76 (silver) while the least was 70 cents. The spindles in operation last year consumed 15,016,633 pounds of raw cotton and turned out 12,718,750 pounds of yarn. The average price of the yarn was about \$93.45 (silver) per bale of 400 pounds.

The following table shows the profit per spindle realized at the various mills during the year 1895:

Name of Mill.	Profit per Spindle first half of 1895.	Name of Mill.	Profit per Spindle second half of 1895.
Koriyama.....	\$4.661	Koriyama .....	\$6.761
Kishiwada .....	4.627	Himeji.....	5.388
Owari.....	3.860	Kishiwada.....	5.255
Sakai.....	3.802	Owari.....	4.808
Settsu.....	3.760	Sakai.....	4.751
Hirano.....	3.741	Wakayama.....	4.629
Kurume.....	3.630	Uwakima.....	4.453
Wakayama.....	3.602	Settsu.....	4.395
Fukuyama.....	3.521	Hirano.....	4.388
Kurashiki .....	3.440	Iyo.....	4.257
Osaka.....	3.130	Miye.....	3.984
Kanegafuchi.....	3.220	Fukuyama.....	3.936
Meiji.....	3.170	Amagusaki.....	3.746
Miike.....	3.121	Meiji.....	3.555
Uwajima .....	3.093	Kanegafuchi.....	3.432
Amagusaki.....	2.852	Osaka.....	3.403
Matsuyama.....	2.840	Tokyo.....	3.393
Miye.....	2.684	Kurashiki .....	3.233
Senshiu.....	2.537	Fukushima.....	3.032
Asahi.....	1.826	Senshiu.....	2.985
Tamashima.....	1.725	Miike.....	2.691
Himeji.....	1.725	Okayama.....	2.507
Fukushima.....	1.484	Tamashima.....	2.206
Tokyo.....	1.433	Asani.....	2.052
Iyo.....	.706	Noda.....	1.453
Average profit first half of 1895.....		Average profit second half of 1895.....	
\$2.968		\$3.787	

The wages of cotton spinners in the mills throughout the empire are of course low. Probably the highest are received by the operatives in the Tokyo mills, where the average for men is as high as 23 sen\* per day or, at the present rate of exchange, say 13 cents per day; for women, 11.8 sen, or about 6½ cents American money per day. There are mills, however, even in this district, where the pay is as low as 8 cents for men and less than 5 cents for women, American money.

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\*The sen is substantially the equivalent of one cent in silver. The yen consists of 100 sen, practically \$1 in silver.

The women operatives outnumber the men many times and consequently their wages should be considered first. The factory girls differ in age, ranging from twelve to thirty years, the younger girls being employed in the fine spinning rooms. A corresponding difference is found in their wages, the rates ranging from 5 cents (silver) per day for day girls and 8 cents for girls living at the boarding house within the mill, to \$10 a month. Many of the employes are also paid by a system similar to the piece work method of this country. For rough spinning about three cents per hank is allowed, and skilled girls can turn out from seven to nine hanks per day. For reeling, the pay per spool is five to six cents, and the girls, when they have become expert at the work, can reel as high as fifty spools per day. The maximum wage for girls in the fine spinning department is about 15 or 16 cents, but this is considered very fair compensation, considering the fact that most of the employes are only fourteen or fifteen years of age. In some of the mills there is a system of prizes for faithful service; in others an increase is given three or four times each year; while in other manufactories what is known as an "extra," amounting to about 20 cents, is given to the most industrious workers semi-annually. In still other mills there are prizes for uninterrupted work—20 cents for one month, 40 cents for three months, \$1.20 for six months. For those who renew their contract of service after the articulated time of three years prizes are almost doubled. Moreover, girls who are not absent from their work during a period of three years receive a special prize of \$15; those who make a similar record during five years receive \$25, and

those who are correspondingly faithful for seven years receive \$35. All these emoluments are, of course, over and above the regular rate of wages given above. The girls are encouraged to thrift as well as to industry, and in many of the mills both voluntary and compulsory systems of savings are in force. On these deposits, of whichever character, ten per cent. interest is paid, although if a girl leaves the factory before the expiration of the term of three years, for which she enters, her compulsory savings are forfeited by the firm.

Some idea of the thrift of the girls may be gained from the fact that many of those who receive \$10 (silver) transmit as much as \$7 or \$8 per month to their parents at home. Often girls upon the expiration of their three years service have accumulated \$70 or \$80 in addition to considerable clothing purchased while they were employed at the factory.

The girls employed at the mills almost invariably live in the boarding houses connected therewith, where they are charged at the rate of two cents per meal or six cents per day. The youngest employes who have just entered upon a three years' term of service when they live at home receive only five cents per day, but if they agree to lodge and board at the factory they are allowed eight cents, and as the meals provided there for six sen are much superior to those afforded in most of the homes of the poorer classes, the latter plan is almost always adopted by the employes. The meals served in the factory boarding houses are by them considered substantial. Breakfast consists of boiled rice and a few slices of pickled radish, or sometimes rice and bean soup; the menu at dinner includes rice and

vegetables, and supper, which is the substantial meal of the day, consists of rice and fish. On holidays special lunches are provided.

The employes in each factory have a distinctive uniform, which is purchased by each employe for about \$1 (silver), which is usually paid in four or five monthly installments. Everything else required, such as shoes, umbrellas and bed clothing, is furnished by the mill, and thus in view of the fact that a girl's total monthly expenses need not exceed \$2 (silver), the amount of their savings does not seem strange.

The proprietors of the mills in Tokyo have recently undertaken the work of making some provision for the education of their employes, and at the conclusion of their regular work the girls devote two or three hours daily to the study of reading and writing and instruction in sewing. The studies usually include a smattering of the English language, and almost all the older girls can spell the different technical terms used in connection with the machinery at the mills.

The girls are divided into night workers and day workers, and twelve is the usual number of working hours, although when the time for lunch is deducted the actual working hours rarely exceed eleven. However, when the mill is crowded with orders, the girls are always perfectly willing to work about six hours extra each day, and instead of complaining seem glad of the opportunity. For this additional work they are paid eight cents extra. The girls are allowed five or six holidays at various seasons of the year and also a week at the beginning of the new year. They also secure several hours rest each week

during the time regularly apportioned for the repair of the machinery.

The character of the work does not appear to prove the excessive strain on the employes that might be expected, and the girls who work uninterruptedly for one, two or even three years are, to all appearances, not impaired in health in the slightest degree. The sick rate is very low, there being for instance in the Kanegafuchi mill, where 1,700 girls are employed, a daily average of only four or five cases of sickness. A regular physician is on duty at each manufactory, and girls who are sick are allowed one-half of the lowest wage rate obtaining in the factory, usually nine cents per day; while in case of suffering from an injury received while in the discharge of duty, such as might result from the breaking of machinery, the full amount of wages is allowed until recovery, and usually a certain amount as a "consolation gift" upon resumption of work. The maximum charge for medicine is three cents per day, and when in case of protracted illness a large bill accrues, the girl is allowed to pay it on the installment plan. In case a factory physician declares a case incurable, the mill defrays all expenses the girl may have incurred for medical attendance, and also pays her traveling expenses to her home. In some cases this has necessitated an expenditure of amounts as high as \$20 (silver). In many mills the operatives have relief societies, to which, in the case of the larger mills, the officers and employes will contribute as much as \$250 (silver) every six months. The majority of cases of sickness consist of some form of lung trouble.

In engaging operatives the firm owning the factory,



as a rule, advances to each a sum sufficient for traveling expenses, the amount to be refunded within two years. When a girl has completed a term of service of three years her employer usually presents her as a parting present with a sum sufficient to meet one-half the expense of returning to her home. The great majority of the girls are engaged through the medium of agents through whom each girl makes a cash payment of 20 cents, followed by installment payments of two cents per month during the entire term of her employment. The latter charge is made for the agent's services as guarantor for the girls. The employers are highly pleased to have some one of responsibility as security and they naturally prefer to secure employes through the agents.

The great activity of the various industries in the interior has recently resulted in a very perceptible scarcity of employes. This possibly accounts for the presence of so many older employes in the mills. There are in the Tokyo mills several employes who have been in the service of their present employers for twenty years, and who maintain a household and even support a husband upon their salary of \$10 00 (silver) per month.

The men employed in the cotton mills are decidedly in the minority, and receive from 15 to 30 cents (silver) per day. The great fault to be found with the system of operation of the cotton mills is in the seven days of work each week and the prolonged hours of labor. Some idea of this is given by a tabulation of the daily hours of labor in some of the factories of Osaka, in which city upwards of 23,000 operatives are engaged in the industry. The table is as follows:

Age.	Number of operatives.	Average number of hours per day.
Above 60 .....	56	11 hours, 7 minutes.
" 20 .....	7,385	11 " 15 "
" 15 .....	5,743	11 "
" 12 .....	2,518	11 "
" 10 .....	573	11 " 10 minutes.
Below 10 .....	171	11 " 15 "

One of the most interesting features of the industry is to be found in connection with the exportation of the product. Among the cotton fabrics exported are white cotton piece goods, ribbed or corded goods, black-dyed goods, cotton flannel towels, shirtings, etc. Of the above, white piece goods, black piece goods, and cotton cloths called futako fabrics, are chiefly manufactured in the Yama and Owari provinces and in the city of Himeji; ribbed or corded goods come principally from Ashikago and Seno counties, Awa province, Tokyo and Yamaguchi districts; towels from Kobe and Osaka; cotton flannels from the Izumi, Kawachi, Kyoto, Iyo and Awa districts; chjora cloths from Tokyo, Osaka, and Yamashiro, and cotton shirtings from Osaka, Tokyo, and Wakayama. The corded goods and cotton flannels are exported in much larger quantities than the remainder, there having so far in 1896 been \$1,067,573 (silver) worth of the former exported, as against \$586,970 (silver) worth of the latter. The majority of all exports went to China.

Up to June, 1896, Kyoto has exported to the United States \$130,000 (silver) worth of cotton goods, principally white cotton piece goods stamped with figures and intended for use in the manufacture of screens.

Yamato was formerly famous for its white cotton piece goods, but the importation of white shirtings considerably affected the industry, but since machine yarns were introduced, it has revived very considerably. All kinds of dyed fabrics are also produced in this province. The total output in 1894 was 3,105,976 pieces, valued at \$1,093,773 (silver).

Ehime, noted for its cheap ribbed or corded goods, had in 1894 a total production of 4,242,078 pieces, valued at \$847,805 (silver). Last year Japan produced 1,520,738 pieces of cotton cloth, valued at \$4,935,435 (silver), the production of the principal districts being as follows:

Districts.	Number of Pieces.	Value in Silver.
Wakayama .....	966,916	\$2,715,431
Kyoto.....	259,341	1,518,320
Osaka.....	126,027	290,391
Ehime .....	56,496	225,479

The production of ribbed or corded cotton piece goods in 1891 aggregated 1,401,120 pieces, valued at \$854,031 (silver), and divided among the principal districts as follows:

Districts.	Number of Pieces.	Value in Silver.
Tochigi.....	494,225	\$239,814
Yamaguchi .....	323,398	156,857
Toyama.....	194,860	95,616
Shiga .....	148,246	63,512

The annual production of white cotton piece goods aggregated 23,874,575 pieces, worth \$6,161,004 (silver). The production in the principal districts was as follows:

Districts.	Number of Pieces.	Value in Silver.
Aichi.....	8,739,069	\$2,326,795
Osaka.....	3,082,659	656,643
Saitama.....	1,828,729	515,396
Ehime.....	4,242,078	847,805
Nara.....	2,069,078	573,112
Wakayama.....	391,925	143,104

The total product of futako cotton fabrics aggregated 1,928,159 pieces, worth \$1,288,105 (silver). The production in the principal districts was as follows:

Districts.	Number of Pieces.	Value in Silver.
Saitama.....	703,293	\$465,821
Tokyo.....	234,218	194,286
Toyama.....	204,654	155,540

In connection with the production and exportation of manufactured cotton goods, interest attaches to the exports from Japan of cotton yarn, as shown in the following table:

Exports to	1893.		1894.		1895.	
	Quantity, Pounds.	Value, Silver.	Quantity, Pounds.	Value, Silver.	Quantity, Pounds.	Value, Silver.
China, . . .	317,303	\$48,491	4,284,434	\$876,808	3,169,886	\$683 0-7
Korea, . . .	35,322	6,302	303 570	68,693	1,417,344	343,578
Hong Kong, .	31,327	4,382	46,767	9,811	39,958	7,620
Other Countries,	.....	.....	1,146	220	.....	193
Total. . .	413,952	\$59,175	4,635,917	\$955,532	4,627,188	\$1,034,478

Here we have another illustration of the rapid increase in the exportation of a Japanese commodity. These figures should be taken in connection with what the Vice-Minister of Agriculture said about the possibilities of Japan furnishing cotton yarn not only for China and Korea, but for India.

*Mr. Maxwell.* If our citizens, Mr. Labor, can look upon a condition so threatening as I have just read you without concern, then they will not be entitled to sympathy when it is too late. I can tell you, my laboring friends, we are all deeply interested. It is a vital question with us, and we do not want the United States to be a dumping ground for Japanese cheap labor. We have had enough of other countries' labor in the past four years.

*Labor.* You could travel and sell goods of Japan make as well as our own, could you not, Mr. Maxwell?

*Mr. Maxwell.* If Japan and China could supply our market and throw our labor out, as has been the case the last four years, Mr. Labor, our market would be ruined again, and how can I sell goods for any house in a market that is comparatively dead, or in a constant state of decline?

I have had enough of that for one lifetime. What could I say to a man in the sense of urging him to buy goods when he would point to his loaded shelves and say he would be glad to sell back to me former orders at 10 and 20 per cent. discount and pay freight to the factory at that?

When on the road of late I was ashamed to write the house for fear they would think I was going into a decline, becoming lazy, lost the art of selling, or indirectly working for some other house, and all the salesmen I met were under the same strain.

I asked voluntarily that my wages be cut twenty-five per cent., and I was ashamed to take my salary after that even.

*Labor.* How did sellers of imported goods succeed, Mr. Maxwell?

*Mr. Maxwell.* What did merchants want of imported goods, Mr. Labor, when there was no one to buy the goods already on their shelves? Our labor was idle; they were not putting their weekly wages in circulation. They were not buying the fruit-farmer's grapes, peaches, apples, currants, berries, pears, and vegetables of all kinds, hence the farmers were not trading.

Several traveling men I knew who carried some lines of foreign goods expressed great surprise to me on many occasions. They admitted that they had looked for foreign goods to fairly fly around our markets under the Wilson bill, and they were not reserved in their declarations that they had seen enough of free trade and a ruined market.

Importers looked for a heavy trade in foreign goods, Mr. Labor, and they had expected great things of their salesmen, and this was especially embarrassing to the latter. Of course, everything went down very gradually and the importers, while the Wilson bill was so delayed in Congress, had a chance to feel of the market for advance orders, the result of which was to admonish them to move cautiously, for the orders were not to be had, either on conditions in advance or any other form because there was no demand for goods.

The whole question, Mr. Labor, was thoroughly shown up by what transpired in Groversville. After reading the situation there there is really no further room for discussion. What happened to that city happened to the whole United States.

*Mr. Maxwell.* I desire, Mr. Labor, to read from the Hon. Thomas B. Reed's speech in Congress when discussing the Wilson tariff bill, a few quotations.



Mr. Maxwell reads, after which he calls the attention of the class to the figures and estimates showing the consuming ability of our country as compared to all other nations combined.

"I hope, Mr. Labor, you will include this portion of Mr. Reed's speech, whether you do the whole of it or not."

*Labor.* I am pleased, Mr. Maxwell, that you have brought these features of comparison before the school; they aid us in a very broad and substantial way in establishing the value of our own market in comparison with the markets of the world.

*Mr. Maxwell.* You have shown already that the only market we can control is our own, Mr. Labor, and you have tried to show the full importance of our own market. Mr. Reed's figures confirm your claims that the markets of the United States are nearly equal in dollars and cents to the total value of the markets of the rest of the world. I understand this claim to apply when our market is in a normal condition, such as ruled prior to 1893.

*Labor.* You have anticipated correctly. We hardly know yet what to claim that we might have consumed during the last four years of depression, Mr. Maxwell. Our consuming ability has been so crippled, at least, our progress so retarded, that we shall have to wait for future figures, which we hope to see some day showing under a normal progress what we should have consumed as compared to what we have consumed since 1892.

*Mr. Maxwell.* The importance of such information can hardly be estimated, and, with you, I hope we shall be able yet to gather some kind of an idea of the amount our country is out, learning a lesson that

should have been easy and plain enough in the absence of any test.

I herewith submit Mr. Reed's speech, the logic and good sense of which events have proven, and since what he said would happen has happened, it may, if you decide to print it all, be read with more interest than when it was first delivered. At least, it will show that we have some public men who do not talk through their hats when looking into the future.

Speech of Hon. Thomas B. Reed, of Maine, in the House of Representatives, Thursday, February 1, 1894.

The House having under consideration the bill (H. R. 4864) to reduce taxation, to provide revenue for the government, and for other purposes—

The SPEAKER. Under the order of the House, the bill is now open for debate for three hours, and the chair recognizes the gentleman from Maine [Mr. Reed]. [Prolonged applause on the floor and in the galleries]

Mr. REED said: Mr. Speaker: In this debate, which has extended over many weeks, one remarkable result has already been reached, a result of the deepest importance to this country. That result is that the bill before us is odious to both sides of the House. It meets with favor nowhere, and commands the respect of neither party. On this side we believe that while it pretends to be for protection it does not afford it, and on the other side they believe that while it looks towards free trade it does not accomplish it.

Those who will vote against this bill will do so because it opens our markets to the destructive compe-

tition of foreigners, and those who vote for it do it with the reservation that they will instantly devote themselves to a new crusade against whatever barriers are left.

Whatever speeches have been made in defense of the bill on the other side, whether by gentlemen who are responsible only to their own constituencies or by the gentleman from West Virginia, who ought to have been steadied by his sense of responsibility to the whole country, have one and all, with but rare exceptions, placed their authors uncompromisingly, except for temporary purposes, on the side of unrestricted free trade.

It is evident that there is no ground for that hope entertained by so many moderate men, that this bill, bad as it is, could be a resting place where our manufacturing and productive industries, such as may survive, can re-establish themselves and have a sure foundation for the future, free from party bickering and party strife. Hence, also, there can be no foundation for that cry, so insidiously raised, that this bill should be passed at once, because uncertainty is worse than any bill can possibly be. Were that bill to pass both branches today, uncertainty would reign just the same.

This result was inevitable. Although this bill professed to open to the manufacturers a new era of prosperity and professed to be made in the interest of some of them, the moment it came to be defended on this floor the bulk of it could not be defended on any other ground than the principles of free trade. Hence, in this discussion, the precise terms of this proposed act count for nothing, and we are left to the discussion of the principles which underlie the

whole question. That question may not be decided here and now upon these principles, but the ultimate decision by the people can have no other foundation.

After this statement it would be entirely natural that a feeling of weariness should come over this audience, for if anything seems to have been discussed until human nature can bear it no more it is the tariff. Nevertheless the fact that the subject is still before the people shows that the last word has not yet been said, and that the subject has not yet been exhausted or understood.

The history of protection has been most remarkable. Fifty years ago the question seemed to be closed. Great Britain had adopted free trade, the United States had started in the same direction, and the whole world seemed about to follow. Today the entire situation seems to be reversed. The whole civilized world except Great Britain has become protectionist, and the very year last passed has witnessed the desertion of English principles by the last English colony which held out. This has been done in defiance of the opinions of every political economist in England who wrote prior to 1850, and of most of those who have written since.

When you add to this that the arguments against it have seemed so clear and simple that every school boy can comprehend them and every patriot with suitable lungs could fill the atmosphere with the catchwords [laughter], the wonder increases that in every country it should still flourish and maintain its vigor. Ten years ago it was equally true at one and the same time that every boy who graduated from college graduated a free trader, and that every one

of them who afterwards became a producer or distributor of our goods became also a protectionist.

The arguments of the political economist, clear as crystal, do not seem to have convinced the world, nor, what is much worse, do they seem to have made any substantial progress. On the contrary these economists have taken up the task of tearing each other to pieces, so that today there is hardly a nameable important proposition on which they agree, and the more the facts of the universe are developed the more confusion seems to reign among them. Meanwhile the world has proceeded in its own way without much regard for their theories and their wisdom. I do not mean that studious men have not discovered great truths and had glimpses of still greater, but in the main they have only passed from one inaccuracy to another, because they have forgotten that the whole race is wiser than any man. [Applause.]

You and I, Mr. Speaker, cannot hope to do much better than these famous men, except so far as we view with tolerance what great masses of our fellow-men are doing and assume that they are probably right instead of assuming that they are probably wrong in matters which so deeply concern them.

It is often said that the truth is the simplest. That is so, after you understand the truth, but when you do not a lie is far simpler. [Laughter.] When Copernicus discovered the theory of the universe it took centuries for men to believe it. The Ptolemaic system was so simple that anybody by using his eyes could see that the sun rose in the east and set in the west, just like the moon, and both in the same way revolved around the earth, and today most men ac-

cept the Copernican theory, not on their own understanding, but on the general belief of mankind.

I shall not, therefore, in what I have to say, be able—being, as I hope, on the side of truth—to rival the charming simplicity of the gentlemen opposite, or like them, to compress the universe into the nutshell of a speech. I regret this the less because I know that many a philosopher has put the world into a nutshell only to find that the nutshell contained a world in which nobody ever lived, or moved, or had his being, and consequently a world which was of no human account.

I shall not attempt to deal much with the metaphysics of this discussion or to cite statistics which have no meaning except to the student, and so often mislead even him. I shall for the most part confine myself to large facts which are known of all, or can be ascertained in the simplest possible way.

Whether the universal sentiment in favor of protection as applied to every country is sound or not, I do not stop to discuss. Whether it is best for the United States of America alone concerns me now, and the first thing I have to say is that after thirty years of protection, undisturbed by any serious menace of free trade, up to the very year now last past, this country was the greatest and most flourishing nation on the face of the earth. [Loud applause on the Republican side.] Moreover, with the shadow of this unjustifiable bill resting cold upon it, with mills closed, with hundreds of thousands of men unemployed, industry at a standstill, and prospects before it more gloomy than ever marked its history—except one—this country is still the greatest and



the richest that the sun shines on, or ever did shine on. [Renewed applause.]

During that period of growth which lifted us from a position so low that we actually had human slavery within our borders to our present condition of freedom and prosperity, we struggled through a dreadful war which desolated one-half of the country and so strained the resources of the other half, both in money and in men, that its impress today is visible every year on our tremendous pension roll, although almost obliterated from our public debt. After the war ceased our prosperity was clouded with a six years' struggle with a disordered currency and the reconstruction of labor and industry in the South. No nation in the world's history ever passed through in so short a time two ordeals so trying and so severe.

In spite of both these misfortunes not only have we studded the country east of the Mississippi all over with mills and workshops, factories and furnaces, covered it with railroads, exploited the oil and gas fields of Pennsylvania, Indiana and Ohio, and turned into light, heat and production the fierce, imprisoned energy of a thousand mines of coal, but beyond the Mississippi, that mighty country, which some day will astonish the world with its exceeding riches, we have built four great trans-continental lines across the Rocky Mountains, and have driven the great American desert off the maps and off the face of the earth. [Applause.]

Nor have we in any way exhausted the future. This country is ten times more capable today of further development than it was in 1860. Let me state one little item—sample of a thousand. Only last

year, at Rumford, in my own State, was brought under harness waterfalls, which will give to the productive energies of this country 40,000 horse power for every day in the year. Three hundred and fifty thousand just such horse power runs to waste every day in New England alone. Whenever our citizens are rich enough to employ these great resources my hope is that they will be rich enough to consume their products themselves.

So utterly undisputed and so distinctly visible to every human being in this audience has been our growth and progress that this hasty outline is all that is needed to remind you of one great fact, that whatever the future industrial system of this country may be, the past system is a splendid monument to that series of successful statesmen who found the country bankrupt and distracted, and left it first on the list of nations.

But we must not leave this matter to our own praises. Let others speak, and above all the citizens of that land which is our great rival, at whose feet American statesmanship in this House now sits.

I have here an article in the *Fortnightly Review*, wherein Mr. J. Stephen Jeans, a British free trade writer, in December, 1892, declares that—

“America has for many years enjoyed an amazing degree of prosperity, so much so indeed that to use the eloquent words of Edmund Burke, ‘generalities which in all other cases are apt to heighten and raise the subject have here a tendency to sink it. Fiction lags after truth, invention is unfruitful, and imagination cold and barren’.”

When I read these words I recalled a scene in this

House, and said how differently men look at the same things!

Here is a cold-blooded Englishman who, in talking of the "not unreasonable hopes"—I use his very words—which his countrymen entertain "that the greatest market in the world and probably in the world's history is once again found to be lying at the feet of British industry and commerce, declares that "America has for years enjoyed an amazing degree of prosperity, so much so, indeed," that he has to use the words of Burke to say that he cannot even describe it. And yet, in this very hall, a member of the Committee of Ways and Means, himself a countryman of Edmund Burke, and whose wonderful eloquence moved this assembly as I never saw it moved before, allowed himself, amid "laughter and applause on the Democratic side," to compare this amazing prosperity to a "prolonged debauch" from which the country could rescue itself only by the free use of the committee's dilution of the original beverage. [Laughter.] It seems, somehow, almost a desecration to put the facts over against the figure<sup>c</sup> speech.

Here is a little book of letters of an editor, Mr. Carr, of the *Cardiff Mail*, to his wife. It is full of expressions of surprise over this "wonderful country," "phenomenal prosperity," "extent and strength of the enormous interests created by the American policy of protection,"

Only last November Mr. W. H. Mitchell, an English lecturer, fresh from a three months visit to our country, addressed the Textile Society of Bradford, England. He was here in the interest of trade. Hence what he had to say smacks of trade.

"The importance," says he, "of America as a trade outlet was very obvious. It had 65,000,000 people who spent more money on dress than any other people on the face of the earth. Again, in spite of the wonderful development which has taken place, the possibilities, he might say the certainties, of future progress were marvelously illimitable."

"Marvelously illimitable." These were his very words. How the mouths of the Textile Society of Bradford must have watered as he detailed to them the hopes he had that such fruitage would be lifted to their very lips. [Laughter.] But of that, by and by.

Without further quotation, unnecessary for this audience, for whom all that a foreigner can say is but a reminder, it only remains to ask if all this prosperity has been at the expense of the laboring man, of those who furnish service whether of brain or muscle. If it has been at their expense, for one I say down with it. The lowest depths of the Wilson bill are not half low enough for such a civilization.

That, however, can hardly be so, from the testimony itself. "Sixty-five millions of people, who spend more money on dress than any other people on earth," and whose "certainties" of progress in that direction are "marvelously illimitable," have evidently not been sacrificed to the Moloch of accumulated wealth.

Editor Carr, already quoted, says this country "is the paradise of the workingman." All the bigotry of free trade cannot wipe that out.

"The further my inquiries extend," says he, "the more convinced I become that the real truth of the matter is that in this country a workman earns twice

as much as he would in England, and the cost of his living, except in the matter of rent and clothing, is about the same. Even in the matter of clothing the difference is not great, except as it is brought about by the general use of much better clothing.

Says Mr. Francis Walker in substance, for I quote only from memory, and from a newspaper at that, "If the workman of America could be content with the meager life beyond seas he could save two-thirds of his entire wages."

These quotations, also, are only reminders for you, Mr. Speaker, and all who hear me know that the American who has been long enough here to know his opportunities has found the best place for wages in the world.

Lest anyone might doubt the condition of our laborer, and knowing that to many men the declaration of a tariff reformer imports absolute verity, I cite my eloquent associate on the committee, the gentleman from New York. It is not from his speech on the tariff, but from the speech made while the Democracy were assuring the country that the repeal of the silver act was all that stood between them and prosperity. [Laughter.]

I hold here in my hand the Aldrich report, which comes to me with the approval of the distinguished Secretary of the Treasury, and which emanates from a Democratic Bureau of Statistics. The accuracy of its figures has never been impugned; and it shows that never in the history of human civilization have wages been so high, measured by gold. [Applause,]

Lest there should be any doubt as to the application of all this to our own workingmen, I cite again:

"Through long strikes and suffering and woe labor

has improved its condition in this country until by the figures of this Aldrich committee we find that it enjoys today the largest proportion of that which it produces that it has ever enjoyed in the history of the world."

We may safely assume, then, Mr. Speaker, that a country which has become in the last thirty years the "richest country in the world," to quote Mr. Jeans again, a country which during all that period was a "paradise for laboring men," does not need to try any dubious experiments. A good thing in this world of disappointments is not to be lightly left. A better thing we should desert with still more reluctance, and nobody but a misguided man would leave the best thing ever known in the history of the universe unless he had such a glimpse of the future as would place him securely among the prophets and not land him among those unhappy martyrs whose blood is the seed of no church. [Laughter.]

What are the reasons why any change of principle should be had?

Of course, we are not to change the history of the last thirty years and the principles of a hundred years because some gentlemen specially gifted with sonorous voices have distributed epithets. [Laughter.] We are not going to risk our all upon fragments of ancient platform speeches, upon loud outcries and abusive language.

There must be addressed to us some solid arguments, or at least the opinions of wise men who have proved their wisdom by the actual test of human life. Surely we are not going to venture into the unknown because political economists bid us do so while they still leave unproved every principle upon



which they found their advice. So long as they cannot agree among themselves on any of their propositions, they cannot be cited as a body to force our conclusions. On no trackless future will we venture unless the prospect of increased happiness is large enough to justify risk and exposure.

Is there any example in the history of the world of any nation situated like ours who has taken the step to which we are invited?

Some gentlemen, perhaps, are hastening to say that England affords us the needed example; that we have but to turn to her history and find all that we need by way of examples, just as in the statements of her political economists we shall find all that is necessary for advice, for guidance and instruction. Mr. Speaker, I have looked there, and I am amazed to find how little the example of England can teach.

According to the usual story that is told, England had been engaged in a long and vain struggle with the demon of protection, and had been year after year sinking further into the depths until at a moment when she was in her deepest distress and saddest plight, her manufacturing system broken down, "protection having destroyed home trade by reducing," as Mr. Atkinson says, "the entire population to beggary, destitution, and want," Mr. Cobden and his friends providentially appeared, and after a hard struggle, established a principle for all times and for all the world, and straight-way England enjoyed the sum of human happiness. Hence all good nations should do as England has done and be happy ever after. [Laughter.]

This fairy tale has not the slightest resemblance

to history. England, after three centuries of stationary life, during which the wages of its laborers remained without change, at the beginning of this century began to feel the pulses of a new life. Wages then commenced to rise, and in 1840 were 80 per cent. higher in money than in 1800, and, measured by purchasing power, were 90 per cent. higher than ever before. Coming as this did, right after three centuries of stagnation, it showed the great power of two things, protection and the establishment of the factory system. For England was enormously protected, not only by duties such as we have, but by the laws which forbade the exportation of machinery, whereby she obtained or sought to obtain a monopoly of steam-driven methods.

It had so happened that England's development, owing to her insular position and her early efforts to obtain the results of skill which caused her to import Flemish weavers, to receive the Huguenots driven out of France, to welcome workers from everywhere, and in every way to encourage manufactures, had reached such a point that the invention of the steam engine was in her grasp and possible to her alone. Whoever has examined, even in the most cursory way, the history of the long line of inventions which culminated in the steam engine of James Watt cannot fail to be satisfied that the condition of England at that period led to that line of invention, and that nothing else could. With the steam engine and the factory system England could so utilize human labor that no nation in the world could compete with her, no matter what the wages were, until the invention passed her borders.

Unfortunately, England at that time and for years

afterwards had no conception of its duty to its workmen. The only limit of work was human strength. It took the fiercest struggle to get slight remission of labor even for children. Shorter hours of labor were scorned not only by Cobden and Bright, but by every political economist of England, even down to 1883, when Bonamy Price denounced shorter hours of labor as a "repudiation of the great doctrine of free trade." The sole idea of the political economist of that class has always been as low wages as possible, as long hours as could be, and a product of as cheap a price as possible.

England also was a country where in the main the raw materials were scanty and few in number. Even the raw material of labor, wheat and other breadstuffs, could not be produced within her borders in sufficient amount for the consumption of her workers. Naturally enough her theory of low prices for labor prevented a reasonable division of the tremendous increase of production caused by the steam engine, and restricted her own market, and in 1840 she found herself in manufactures entirely ahead of her consumption. Her manufactures had grown out of proportion and could no longer subsist on English patronage alone. The workmen were pressing them for that regular increase of wages which I shall by and by show to be the natural progress of civilization, and therefore manufacturers commenced their agitation against the corn laws which resulted in their repeal.

Was that crusade the same as is waged here to-day? Are the gentlemen of the Ways and Means Committee legitimate successors of Bright and Cobden and the Anti-corn Law League? Not the least

in the world. That was a fight by the manufacturers. This is a fight against the manufacturers. The manufacturers then desired no protection whatever. Turn over this big volume of Cobden's Speeches until you come to the twentieth speech, seven years after he began; you will find hardly one allusion to protective duties to manufacturers, and even in the twentieth speech they are only alluded to to reiterate the declaration made in 1838, when the Corn Law League began, that all duties were to be abolished so as to make food cheaper. [Applause on the Democratic side.] I am glad to see that my Democratic friends recognize a bit of truth, but I am afraid it is by mistake. It so happens, Mr. Speaker, the corn laws were not, as these Democrats in their ignorance imagine, for the protection of the farmer. [Laughter.] What Cobden was fighting was an odious law enacted to enhance the price of bread, not for the benefit of the farmer, but of the aristocratic owner of land. Workingmen were clamoring for increase of pay. The manufacturers knew that decrease of the price of wheat was the equivalent of higher pay. Men do not work for money; they work for money's worth.

I have said the corn law was an odious law. It was more than that. In its workings it deprived the poor of food and put the enhanced price into the pockets of those who toiled not nor spun. Had that enhanced price gone to the farmers and farm laborers, it might have been defended today on the ground that it was a fair means of distribution among the farmers of their share of the wonderful gains of the earlier manufacturing. But as it was, no more unjust law was ever attacked. Meantime

what was the attitude of the manufacturers as to their own protective duties? Why, by the aid of these protective duties and the inventions they led to, they had grown so powerful, had machinery so superior, and the factory system so firmly established they could hold their own market, beyond clamor or dispute, with duties or without. No nation with capital as great and machinery as useful and productive, and wages of skilled workmen lower by more than one-third, hung threatening over her border. Her machinery was so superior that even the low wages of other countries could not affect her.

Not only were these manufacturers in condition to permit the duties to be taken off, but they knew it themselves. Not only did they know it but they avowed it; not in a corner, but to Parliament itself.

I have here *Hansard* for February 8, 1842 (volume 60, page 133), where the Marquis of Lansdowne presents the petition of the woolen manufacturers of England, asking that all duties be abolished, including their own, but especially the corn laws. On page 137, of the same volume, Lord Brougham declared that prior to that time he had "laid upon the table a petition from persons authorized by all the great manufacturing bodies of the Kingdom. They prayed for the repeal of every duty levied under the pretense of protection." I am using the very language of Lord Brougham. This, then, was a fight made by the manufactures for the manufacturers against the aristocratic land-owners over the question of cheap food in an island that could not produce a supply for its workingmen.

The men who made the fight were not philanthropists or saints. They were good, honest, selfish men,

struggling for their own interests and never lost sight of them. Down to their latest day they resisted lesser hours of labor, and were deaf to all improvements which led to the elevation of the working classes. They held firmly to the doctrine that "as wages fall profits rise."

To sum this all up, England when she became free trade was a workshop wherein was manufactured the raw material of the rest of the world. Of raw material she herself had none. Her coal and iron and the invention of the steam engine had developed her manufactures so out of proportion to the wages of the workmen that she must have a larger market. At that time the only idea of a larger market was one that had more consumers. The notion that the market could be enlarged by those who were already consumers had not entered into the popular thought, yet her workmen were clamoring for more pay. Tariff had really ceased to be a protection except on corn, and not on that in any true protective sense. It was only a tax like that on sugar. It made food dear. Repeal of the corn laws meant an increase of real wages. Repeal of tariff on manufactures meant nothing. The whole crusade of 1840 was for free food, and Cobden nowhere says anything else. Protection in our modern sense, is never mentioned in any one of his free trade speeches.

After this review of the story of England's change, will any man dare to say that he finds therein any justification for the present deed of violence which is called the Wilson bill?

Suppose England, instead of being a little island in the sea, had been the half of a great continent full of raw material, capable of an internal commerce



which would rival the commerce of all the rest of the world.

Suppose every year new millions were flocking to her shores and every one of those new millions in a few years, as soon as they tasted the delights of a broader life, would become as great a consumer as any one of her own people.

Suppose that these millions and the 70,000,000 already gathered under the folds of her flag were every year demanding and receiving a higher wage and therefore broadening her market as fast as her machinery could furnish production. Suppose she had produced cheap food beyond all her wants, and that her laborers had spent so much money that whether wheat was ninety cents a bushel or twice that sum hardly entered the thoughts of one of them except when some Democratic tariff bill was paralyzing his business.

Suppose that she was not only but a cannon's shot from France, but that every country in Europe had been brought as near to her as Baltimore is to Washington, for that is what cheap ocean freights mean between us and the European producers. Suppose all those countries had her machinery, her skilled workmen, her industrial system, and labor forty per cent. cheaper. Suppose under that state of facts, with all her manufacturers proclaiming against it, frantic in their disapproval, England had been called upon by Cobden to make the plunge into free trade, would she have done it? Not if Cobden had been backed by the Angelic Host. History gives England credit for great sense. [Laughter and applause.]

While our wiseacres are reading British books of forty years ago with the emotions of great discover-

ers, what do the English themselves say about the actual facts? They come here in shoals. Naturally they do not like our system; but for it they could do our manufacturing for us. Nevertheless, prejudiced and prepossessed as they are, they are startled into some incautious truths. Says Mr. Jeans, whom I have already quoted about the "amazing prosperity" of the United States:

"It requires, I think, unusual temerity to allege that the tariff system of the United States has been a failure for that country."

What a prejudiced English free trader regards as "unusual temerity," and which he might have called unexampled rashness, is not only exhibited by our Committee of Ways and Means, but by every gentleman who can recite Sidney Smith's discourse on the taxed Englishman under the impression that he is delivering an original speech. Mr. Carr, too, remarks the strange phenomena:

"I am," says he, "a convinced free trader. Protection is to me an economical heresy, the fraud and folly of which"—How like one of our own dear Southern statesmen he sounds—[Laughter.] "the fraud and folly of which are capable of mathematical demonstration. \* \* \* And yet throughout the length and breadth of this vast continent one is almost daily brought face to face with solid, indisputable facts that seem to give the lie to the soundest and most universally accepted axioms of political economy."

Yes, not only do "solid, indisputable facts seem to give the lie to the soundest and most universally accepted axioms of political economy," but they do give it, and so does the whole history of this country.

If what he calls "the soundest and most universally accepted axioms" had been axioms at all, this country ought to have been permanently for thirty years in the situation which it is now in temporarily, after eleven months of this free trade nightmare. We ought to have been halting in every branch of manufactures; we ought to have stopped progress and faltered to the rear, for we were wasting both capital and labor in unprofitable employment.

Our workmen, penned up in our little country, while Englishmen reveled in the markets of the world, ought to be impoverished beyond all the experience of history. Instead of that the Aldrich report, which deserves the high encomium of the gentleman from New York [Mr. Cockran], "with the approval of the distinguished Secretary of the Treasury," even if it does "emanate from a Democratic Bureau of Statistics," shows that since 1860 money wages have risen 68 per cent. Or if you say, and you would be right in so saying, that wages should be measured by what they will buy, the result is still more striking.

The same report shows that, measured by prices of things bought, wages have risen, real wages, 79 per cent. By which I mean to say, that where our people in 1860 received a dollar, our people have now one dollar and sixty-eight cents and six mills in money, and a dollar and seventy-nine cents and one mill in consumable wealth. During the same period the hours of labor, by average in all the occupations calculated, have fallen from eleven to ten. If you count that and reckon the man's hour saved to be worth as much to him as it used to be to his employer—and it is—you have real wages raised 97 per cent,

and you find the wage-earner today, after thirty-three years of protection, with \$1.97, where in 1860 he had but a single dollar. The history of the world shows nothing like it. The Aldrich report declares that there exists no thorough digest of facts relating to European wages, but if you will show me any figures of increase at all approximating what I have just described in free-trade England, you will discover what my search has not been able to find.

With wages rising, prices of manufactured goods falling, with lessening hours of labor, what more do you want except more of the same sort? [Applause on Republican side.]

The truth is that this very question of rising wages is what makes a good many men free traders. People with fixed incomes think that anything which rises wages is inimical to them. Manufacturers who have foreign markets are naturally anxious to have wages on the foreign standard, and when a great cocoa manufacturer in Boston and a great agricultural tool-maker in Philadelphia proclaim themselves on the side of free trade, we find in both cases a large foreign trade and along with it a desire for foreign wages for their workingmen.

I confess to you that this question of wages is to me the vital question. To insure our growth in civilization and wealth we must not only have wages as high as they are now but constantly and steadily increasing. [Loud applause on the Republican side.] This desire of mine for constantly increasing wages does not have its origin in love for the individual, but in love for the whole nation in that enlightened selfishness which recognizes the great truth that your fate and mine, Mr. Speaker, and the fate of your de-

scendants and mine are so wrapped up in the fate of all others that whatever contributes to their progress gives to us all a nobler future and a higher hope. [Applause on the Republican side.]

I do not mean to use the word "contribute" as adequate to describe the influence of wages on human progress. That would be to belittle the subject. In my judgment upon wages and the consequent distribution of consumable wealth is based all our hopes of the future and all the possible increase of our civilization. The progress of this nation is dependent upon the progress of all. This is no new thought with me. Our civilization is not the civilization of Rome, a civilization of nobles and slaves, but a civilization which tends to destroy distinction of classes and to lift all to a common and higher level. [Cheers on the Republican side.]

There are some men in this world and in this nation who do not like that. When I talk about wages I use the word in its broadest sense as the price and value of service whether of brain or muscle. When I speak of constant and continuous increase of wages I do not mean the caprices of benevolence or of charity, or the fantasy of a mind longing for the impossible.

The increase of wages which the service seller ought to have and the only useful increase he can ever get will be by the operation of natural laws working upon the opportunities which legislation may aid in furnishing. The increase will never come from the outside, will never be the gift of any employer. It must come from the improvement in the man himself. Can you get a carpenter or bricklayer to work for twenty-five cents a day? He did it in

England in 1725. Today in the United States it is a poor place where he cannot get ten times that sum. Why does he have to have ten times as much? Because the carpenter of today could no more live as did the carpenter of 1725 than he could live in a cave and hunt snakes for food. The difference in wages means the difference in living, and the \$2.50 is as much a necessity today as the 25 cents was 150 years ago.

Man is not a mere muscular engine to be fed with meat and give forth effort. Man is a social being. He must have whatever his neighbor has. He cannot grow unless he does. Every growth implies a larger consumption of consumable wealth, and by consumable wealth I mean whatever is made by man and contributes to his enjoyment, whether it be a loaf of bread, a novel or a concert. The more a man wants of consumable wealth the more his wages are likely to be. But by wants I do not mean any wild longing for what is beyond reach, but such wants as are in sight and to supply which he has such longing as will make him work.

What is the rule and measure of wages? There has never been a subject on which so much ingenuity has been wasted and where the political economist has so befogged the world. He had a fund set apart in his mind which he called the wage fund. Divide the wage fund by the number of service sellers, having due regard to difference of service, and there it was plain as mathematics. True, nobody could calculate the wage fund, nobody had ever seen it. It was in nobody's bookkeeping, but it was a comprehensive answer, and that was what he was after. Others of his disciples today dispose of it by the catchwords



"supply" and "demand," and though the listener had acquired some words he had acquired very little knowledge.

In thus speaking slightly of "supply and demand," I do not mean to say that the relation between the worker and the work has no influence on wages. What I say is that it in no sense solves the problem. Only last week, in this very city, the builders, and material men, and the workers met together to see if in response to oversupply compared with demand concessions could be made. The material men were ready to yield, but the workmen, whose labor was the only perishable article involved, utterly refused. According to supply and demand they ought to have been hustling each other to see who could get into the job. Instead of that they are ready to struggle and to endure privations rather than give up what have become to them necessities of life. Of course in time they will have to submit unless this bill is beaten, but there are limitations beyond which you cannot go. No nation can endure in peace any cut which goes into the quick. Necessities born of social life and advancing civilization are the real measure of wages.

This question of wages is all important as bearing upon the question of consumption. All production depends upon consumption. Who are the consumers? In the old days when the products of manufacturers were luxuries, the lord and his retainers, the lady and her maids were the consumers, a class apart by themselves, but today the consumers are the producers. Long ago the laborer consumed only what would keep him alive. Today he and his wife and their children are so immeasurably the most

valuable customers that if the shop had to give up the wealthy or those whom it is the custom to call poor, there would not be a moment's hesitation or a moment's doubt.

Unfortunately the gentlemen on the other side have persistently retained the old idea that the producers are one class and the consumers are another, and hence we hear on all hands such stupidities of speech as those which sum up the workers in each branch and compare them with the whole people. One hundred and fifty thousand workers in woollens—you ask what are they compared with 70,000,000 of consumers; 200,000 workers in steel, what are they compared with 70,000,000 of consumers; 200,000 workers in cotton, what are they compared with 70,000,000 of consumers, and so on all through the long list, forgetting that all these people added together make the whole 70,000,000 themselves.

It so happens that America is filled with workers. There are idle people, but they are fewer here than elsewhere except now, when we are living under the shadow of the Wilson bill. If those workers are all getting good wages they are themselves the market, and if the wages are increasing the market is also increasing. The fact that in this country all the workers have been getting better wages than elsewhere is the very reason why our market is the best in the world and why all the nations of the world are trying to break into it. We do not appreciate the nature of our market ourselves.

I have given you already the glowing testimony of Englishmen who have seen us with their own eyes. "Amazing prosperity," "Greatest market in the world," "Paradise of the workingman." These

are strong words; but let us see if cold mathematics do not put to shame the fervor of adjectives.

We are nominally 70,000,000 people. That is what we are in mere numbers. But as a market for manufactures and choice foods we are potentially 175,000,000 as compared with the next best nation on the globe. Nor is this difficult to prove. Whenever an Englishman earns one dollar an American earns a dollar and sixty cents. I speak within bounds. Both can get the food that keeps body and soul together and the shelter which the body must have for 60 cents. Take 60 cents from a dollar and you have 40 cents left. Take that same 60 cents from the dollar and sixty and you have a dollar left, just two and a half times as much. That surplus can be spent in choice foods, in house furnishings, in fine clothes and all the comforts of life—in a word, in the products of our manufacturers. That makes our population as consumers of products, as compared with the English population, 175,000,000. Their population is 37,000,000 as consumers of products which one century ago were pure luxuries, while our population is equivalent to 175,000,000. [Applause on the Republican side.]

If this is our comparison with England what is the comparison with the rest of the world, whose markets our committee are so eager to have in exchange for our own. Mulhall gives certain statistics which will serve to make the comparison clear. On page 365 of his Dictionary of Statistics he says the total yearly products of the manufacturers of the world are £4,474,000,000, of which the United States produces £1,443,000,000.

I do not vouch, nor can anybody vouch for these

figures, but the proportion of one-third to two-thirds nobody can fairly dispute. We produce one-third, and the rest of the world, England included, two-thirds.

The population of the world is 1,500,000,000, of which we have 70,000,000, which leaves 1,430,000,000 for the rest of mankind. We use all our manufactures, or the equivalent of them. Hence we are equal to one-half the whole globe outside of ourselves, England included, and compared as a market with the rest of the world our population is equal to about 700,000,000. [Applause on the Republican side.]

I repeat, as compared with England herself as a market, our people are equivalent to 175,000,000. As compared with the rest of the world, England included, we are equal as a market to 700,000,000. These figures more than justify the adjectives of the Englishman, and the cold facts of mathematics surpass the spasms of rhetoric.

Instead of increasing this market by leaving it to the steady increase of wages which the figures of the Aldrich report so conclusively show, and which have not only received the sanction of the member from New York, the Secretary of the Treasury, and the Democratic Bureau of Statistics, but the sanction of everybody who hears me, our committee propose to lower wages and so lessen the market and then divide that market with somebody else, and all on the chance of getting the markets of the world.

Who have these markets of the world now? There is hardly a spot on the globe where three generations of Englishmen, Frenchmen or Germans have not been camped in possession of every avenue of trade.

Do you suppose that with machinery nearly as good as ours and wages at one-half these men are going to surrender to us the markets of the world? Why, the very duties you keep on show that you do not believe it. If we cannot without duties hold our own markets how shall we pay freight, the expense of introducing goods, and meet the foreigner where he lives?

To add to the interesting impossibilities of this contention, the orators on the other side say they are going to maintain wages. How can that be possible? All things sell at the cost of production. If the difference between cost of production here and cost of production in England be not equalized by the duty, then our cost of production must go down or we must go out. Therefore, our labor, the great component part of cost of production, must go down also. If you say this will come out of profits, then profits will be lessened in every occupation, for your own political economists teach you that the profits in protected industries can never be greater than in other occupations, and will not long consent to be less. Let it be noised abroad that any occupation is making big profits and straightway it will be swamped with competitors, so that over-profit is the sure precursor of no profits at all.

But all these questions of wages are to be met, says the gentleman from New York [Mr. Cockran], by our superior civilization, and accuses me of "confessing that civilization at the highest level is incapable of meeting the competition of civilization at its lowest level." [Laughter on the Democratic side.]

Now, it is a great truth that civilization can successfully meet barbarism, but it must do it with brains and not with rhetoric. How often have I heard

this and similar eloquent outbursts about our superiority, and therefore inevitable conquest of the interior. Survival of the superior! That is not the way the great naturalist put it. "Survival of the fittest," was his expression; survival of the fittest to survive; not the superior, not the loveliest, not the most intellectual, but the one who fitted best into the surroundings. Compare the strong bull of Basham with a salt water smelt. Who doubts the superiority of the bull? Yet, if you drop them both into the Atlantic Ocean I will take my chances with the smelt. [Laughter.] A little tomtit, insignificant as a bit of dust in the balance, cannot compare with the domestic swan either in grace, beauty, or power. Yet, if both were dropped from a balloon hung high in air, I would rather be the insignificant tomtit than the graceful swan. If I had a job to dig on the railway, the competitor for that job whom I should fear would not be my friend from New York [Mr. Cockran] [laughter], but some child from sunny Italy, so newly imported that he had not grown up to the wages of his adopted country.

But let us make these illustrations a little broader and take in a bit of history. Shortly after I entered Congress one Dennis Kearney began on the sand lots to address the world on the Chinese. He said these people were of a lower civilization; in fact to use the very expression of the gentleman from New York [Mr. Cockran], he said it was "civilization at its lowest level." Indeed, to be strictly accurate, he used stronger expression. [Laughter.] He denounced the Chinese, and instead of relying on superior civilization, on the flag of freedom in the air above us, the emblem of freedom on the earth be-



neath us, he actually wanted protection by law, and in spite of the jeers and flouts of us in the East he has got it at last and with our consent.

I know that when the gentleman learns these facts he will be so sorry that he was not here to tell these misguided men that having seized the lightnings and beat the miracles of Moses without being guilty of his mistakes [laughter], we must be able to beat the Chinese without law because of their lower level of civilization. What Mr. Kearney would have said to the gentleman from New York I do not dare to record.

Why did the working people of California object to the Chinese? Because they knew that if they swarmed here in sufficient numbers the law of wages would make our own wages impossible. Had the Chinese had the same wants, and been therefore forced to demand the same wages, they could have worshiped their ancestors here without let or hindrance. It was just because the higher civilization could not contend on a free field with the lower that its higher civilization had to put brains into the scale and protect itself. If then we protect ourselves against Chinese labor here, why should we not protect ourselves from a lower level of labor as represented by imported goods? Lower-priced labor can compete with our labor whether it take the form of goods or imported Chinamen.

But says some gentleman, having heard some other gentleman say it, and having been struck by its epigrammatic point, but "labor is on the free list." Well, that sounds conclusive, does it not? Yet what utter nonsense it really is when you come to look at it. Does the Englishman, when he comes

here, bring his rate of wages with him? I should like to see any immigrant who has been here long enough to know his bearings who does not demand as good wages as the rest. That is what they come here for. [Applause on the Republican side.]

Only last week the Hungarians and Poles and Slavs in Pennsylvania were trying to break up all work in the coal mines because our native citizens, under the stress of the Wilson bill, were consenting to take less wages. Obviously these gentlemen did not bring their rate of wages with them. Why did we forbid the importation of contract labor? Because the price of it was tainted by the wage scales of a land on a lower level of wages.

Let me restate this: Men in America demand high and higher wages because their surroundings erect what used to be luxuries into necessities. Men who come here are soon affected by these same surroundings and are soon under the same necessities. But Chinamen, because they sequester themselves from these surroundings, and bales of goods, because they cannot have the labor in them subjected to our influences, ought to be under the restriction of law. I do not mean to make the comparison go on all fours and have the goods prohibited like the Chinese. I only meant to convey an idea.

But is it not a dreadful business to tax people? Not necessarily... Taxes raised for a good purpose—like a schoolhouse, a road, an army, for payment of pensions, for the public debt, and indeed for all the purposes of a free people—are not only not bad but very good. Taxes to build a palace for the king's mistress or to place a barbarian queen on a deserted throne [prolonged laughter and cheers on the Re-

publican side] would be dreadful; but we are not likely, owing to a series of fortunate accidents, to be called upon to do even the last.

But can you accomplish anything but oppression by taxes? Oh, yes; the gentleman from Missouri [Mr. Hatch] will tell you that taxation has regulated oleomargarine and can regulate stock sales. At least so he thinks. It has destroyed wild cat banks.

On the question of the constitutionality of tariff taxation, I shall spend no time. I have not been here as long as I have without learning that "constitutionality" and "unconstitutionality" on the other side of the chamber are mere phrases, and that when a gentleman of the other side with swelling voice denounces the tariff as unconstitutional he merely means that he does not like it. [Laughter and applause.]

Inasmuch as nobody in a hundred years has even asked the Supreme Court to pass on that question, it seems hardly worth while to discuss it. If the Father of his Country, fresh from the convention, in signing the first tariff-tax bill, signed an unconstitutional act, the gentleman from Georgia [Mr. Turner] and the whole Democratic party are better than George Washington—a thing not hitherto charged upon them. [Laughter.]

But do not the people pay the tariff taxes, and do they not go into the pockets of monopolists? Do you believe the consumer pays the tax, or the foreigner? Well, I am going to be perfectly frank about that, and answer, sometimes one and sometimes the other, and sometimes both. The first thing a foreigner does when a tariff tax is laid is to see if he can get into our market without paying anything. If

so, then he will not reduce his prices. If he cannot he looks over his margin of profit and sees if he can, by abating some part of these profits, get his goods in. So far as he does abate them he pays the tax. So far as he does not, the rest of the tax is paid by the consumer.

If the foreigner pays all the tax, then within the limit where his goods can circulate there may be protection or there may not. If after paying the whole tax he still has a margin of profit to sacrifice in the industrial war, there will be no protection, or very limited protection. But if there be only a slight margin, which he cannot sacrifice without rendering the market worthless, then there will be competition the same as if he manufactured here. In the latter case he at least cannot shut up our factories.

In these cases the prices will not be raised. But where the consumer pays any part of the tax, by so much is the price raised. This is the general rule, but often it does not work so. After the act of 1890 large importations in anticipation of large profits, anticipations frustrated by the Baring failure panic, made great changes in the case. Many prices did not rise at all, and yet manufacturers, knowing that there would be a certainty at least that they could not be badly undersold, began work.

It often happens that men will begin manufacturing under a tariff that does not raise prices because they know that such a tariff will prevent them from going down.

It is not enough to have goods in the natural market at a price which will bring a profit. The manufacturer must know that the industrial enemy cannot force the price below the range of profit. Then

without any increase he may put up a plant. This operation of a tariff which does not raise the price is because industrial warfare sometimes assumes this shape. A rival maker may sacrifice his goods in order to sacrifice another man's factory, or to prevent the establishment of a competitor. If there be a tariff, then, which will not raise prices, but which will maintain them, then the native manufacturer's risk in building a factory is limited. He may be put to hard struggle, but he cannot be beaten out of hand. He will have a fighting chance.

There are, however, so many instances where the foreigner pays the tax that there is no wonder that the assertion has been made broadcast. The Bermuda vegetable men appeared before this very committee to urge this very fact. Canada, both under the present law and just after the repeal of the reciprocity act, is a multitudinous witness all along our borders that the foreigner pays the tax. I venture to say that the lumber tax, lowered by the act of 1890, has all of it gone out of our treasury into Canadian pockets.

It would be an interesting chapter in economic history if we could have in figures the abatement of foreign prices which have followed every increase of the tariff, for it would show what enormous profits have been made out of us by these people when no protection existed.

Having thus shown that even where tariff taxes are paid by the foreigner and the price not raised there may be some protection, let us face the question whether, where the price is raised and the consumer pays the whole tax or a part of it, there is any benefit to our country thereby. Does not the public

suffer for the benefit of the few? Not for the benefit of the capitalists, for in the long run your own political economy will show you that protected industries will not obtain any greater remuneration than the unprotected. The same is all they ask for and more than they often get.

But we need not depend upon political economists, for they are always unsafe. The gentleman from Massachusetts [Mr. Draper] in his admirable speech has demonstrated the fact of equalization of profits.

In Massachusetts they have statistics so well collected that they mean something, and those statistics show that Massachusetts' manufacturing stocks pay 3.87 per cent., Boston bank stocks 4.53 per cent. and in New England Railroad stocks 4.29 per cent.

Let me put the assertion in another form. If you will give me all that capital has made on railroads, an unprotected industry, I will give you all that capital has made on factories, and agree to feed the hungry crowds caused by the Wilson bill and not claim any virtue for my charity.

The public again do not suffer for the sake of the employes of the protected industries, for they get no higher wages than the unprotected. In fact, the increase goes to one as much as the other. Who built the mills at Fall River? Who made the machinery? Who furnished the provisions and other consumable wealth which Fall River and its mills demand? The answer must be the whole United States. "But," says my questioner, "if you only distribute among all of us who paid it, this money which was taken from us for the extra price, what is the good?" If that were all there was to it I could still answer that



at least there was no loss. But beyond a question this system establishes diversified industries. Nobody can doubt that. Diversified industries call out all the working powers of the world. Some men are fitted for one thing, some for another.

The only way to utilize all the powers of body and mind in a nation is to have something which suits all. By this means the great army of the unemployed can be diminished. A nation which keeps its people employed is in the end sure to show the largest gains even of wealth. Diversified industries educate the people and give them a broader education than books can give, and so helps them on the road to greater civilization. We have already seen that greater civilization leads to higher wages, to greater production. In a country of high wages there are greater inducements for inventors, for they can save more by their inventions, which are therefore more readily adopted.

We were talking awhile ago about higher wages. The question naturally comes up, how can these higher wages be got? There must be something for them to come from. Just think a moment what wages are. They are the devourers of consumable wealth. In order to have more consumable wealth you must have an incentive for its creation. Wealth will never be made unless a consumer stands ready. More consumable wealth, therefore, depends upon a broadening market. This I have already shown does not mean more purchasers, but purchasers with better purses, though for that matter in this country we have both.

But how can you make more wealth with the same number of workers? By using the forces of nature

and by utilizing human brains. How can you do that? By incentives. The brain no more works without incentive than the body does.

To hear the discussion in Congress you<sup>o</sup> would suppose that invention dropped from Heaven like manna to the Jews. [Laughter.] You would suppose that James Watt reached out into the darkness and pulled back a steam engine. It was not so. All invention is the product of necessities and of pressure. When the boy who wanted to go off to play, and so rigged the stopcocks that the engine went itself, he was not only a true inventor, but he had the same motive—his personal advantage—that all inventors have, and like them was urged on by business necessities.

What originated Bessemer steel? Sir Henry Bessemer? No; but the necessities of railroads, under public pressure for lower rates of traffic, which would, every one of them, been bankrupt without steel rails. If Sir Henry had not invented the process, somebody else would. It detracts not one iota from the fame of Alexander Bell that a dozen men were close on his track. It has been so in every great invention. I say, therefore, that it was the diversification of our industries that has stimulated inventions. Otherwise all the inventive power of America would have run to waste; and when a man calculates the wonders of American inventive genius he knows where some of our wealth comes from. [Laughter and applause.]

As a further proof that invention is born of necessity, tell me why great inventions never come until the world is in such shape as to enjoy them? What would the Crusaders have done with railroads? There was not money enough in the world, travel or

merchandise to keep them going a week. [Laughter.]

And this brings me to another fact. No invention is worth its salt which does not have increased consumption behind it. Take the very case of railroads; are railroads economical? "Certainly," you reply. "They can carry passengers for half a cent a mile, for a quarter of a cent, and a New York hack will cost you \$2, and even a lumbering coach may cost you 10 cents. Of course it is economical." But suppose you had only a stage load to carry every day, would it pay to build a railroad and would that conveyance be cheap? Hardly. You can make an ax handle with a machine in two seconds; without, in three hours. It would pay to build a machine to make a million of ax handles, but not to make one.

Therefore I say that the great forces of nature and the wisest inventions are alike unprofitable except for a large consumption. Hence large consumption is at the basis of saving in manufacture, and hence high wages contribute their share to progress. If you once accept the idea that necessity is the mother of invention, instead of regarding invention as coming from heaven knows where, you can see how high wages stimulate it.

I saw at a machine-shop not long ago a great machine which could work only in one direction, and naturally consumed, in going back to place, as much time as in coming forward. It took three men at \$3 a day to run it. Half their time was lost. Could the speed of the return have been doubled, more than \$2 a day would have been saved. That invention was made because, being applicable to many machines, it meant much money. Had it been worked by men who were paid 50 cents a day, it is

doubtful if it would have been demanded. Where wages are low invention is rare. It does not pay.

It has always seemed to me, until I heard the gentleman from New York the other day say to the contrary, that the establishment of new industries and not the destruction of old ones was the way to make two jobs hunt one man, to use the words I have ordinarily employed in putting it; but he says no, that is wasteful production because you are employing capital in comparatively unprofitable occupation. That used long ago to puzzle me, and I used to put it this way: Suppose the nation to have a million dollars and no more, all employed at 6 per cent. in that interesting dream of fancy "the most profitable employment," and a man should come along and say, "If you people will let me put a hundred thousand of this capital, my share, into a less profitable, a 5 per cent. employment, I will do it on condition that you pay me and all people who come here and do the same enough to equalize my profits with the rest of you." At first sight that looks like mathematics.

It would seem incontestable that the nation would lose 1 per cent. on a hundred thousand dollars, or a thousand dollars every year. Yet I said if free traders are correct, this, to a greater or less degree, is what the United States did even under the Walker tariff. Why is it that we have not gone to pieces long ago? Well, one of the fallacies of this demonstration is this: It proceeds on the assumption not only that one million is all the capital of the United States, but all the capital of the world.

Suppose that law which taxed the profitable employment coaxed in the \$100,000 from the rest of the

globe, our nation would have gained \$5,000 every year, instead of losing \$1,000, for we should have had the whole \$1,100,000 earning 6 per cent. less the tax laid on the whole to raise \$1,000. But you say, why should not the new \$100,000 come in and go into the 6 per cent. most profitable employment; why should it select the 5 per cent. employment? Just simply because that money does not come here by attraction of gravitation, but by the mind of a man, and men's minds are what play havoc with cut and dried political economy.

Suppose you go to a manufacturer of cotton in England and tell him that by putting his surplus capital into a Dakota farm he can make 10 per cent. The chances are he will not even look at it. Then you try him with a proposal to build a cotton factory in Georgia; show him he can make 6 per cent. while he is making only 4 at home. The chances are that the cotton mill will tempt him and not the farm. He knows the cotton business, but he is not a farmer.

This, in fact, is the history of the United States. Our laws have invited money and men and we have grown great and rich thereby. The gentleman from Illinois [Mr. Black] has noticed that men come here, and he does not want them to come; hence he is willing that our wages shall be lowered to keep people away. Well, this is not the time to discuss immigration; but while people are coming I am glad they have not yet imbibed the gentleman's ideas and have not yet begun to clamor for lower wages. I really cannot help adding that when the gentleman from Illinois [Mr. Black] starts his reformed immigration of men who come here "unawed by influence and unbribed by gain" I hope to be there, for it would

be a sight hitherto unknown on earth of men who forsook their home without either being pushed or pulled. [Laughter.]

To sum it up, if this protection gives us money and men and our vast country needs both, it may show why we have so wonderfully prospered. If it does, I am inclined to think that the way to have two jobs hunting one man is to keep on making new mills and try and prevent the Committee on Ways and Means from pulling down old ones.

"But," says some gentleman fuller of political economy than of sense, "why do you not transfer your capital from these protected industries to the more profitable?" Yes, that would be a good idea. We will commence in West Virginia and take up the coal mine holes and stick them down somewhere else, unless we can utilize them as places of refuge for the committee after the election. There is what used to be \$8,000,000 worth of stuff belonging to the people that make screws. Let us take that up. But it is not worth \$800,000, let alone \$8,000,000. The bill has dropped \$7,200,000—that can not be transferred anywhere.

But what do you say about the farmer? Well, on that subject I do not profess any special learning, but there is one simple statement I wish to make and leave the question there.

If with cities growing up like magic, manufacturing villages dotting every eligible site, each and all swarming with mouths to be filled, the producers of food are worse off than when half this country was a desert, I abandon sense in favor of political economy.

One other thing I have noticed in this debate.



When the gentleman from Kansas [Mr. Simpson] gets a little money ahead he does not put it into the stocks in these immensely profitable manufactures. He has too much sense. He adds to his farm, and he has told us so. Example is richer than precept.

If the hope of agriculturists is in English free trade, they had better ponder on the fact that while the wages of artisans have increased in England \$2.43 per week since 1850, the wages of agricultural laborers have only increased 72 cents, and while the Lancashire operatives in the factories live as well as anybody except Americans, the agricultural laborers are hardly better off than the continental peasantry. England's example will not do for agriculture.

Here let me meet one other question, and let me meet it fairly. We are charged with having claimed that the tariff alone will raise wages, and we are pointed triumphantly to the fact that the wages of France and Germany, protected by a tariff, are lower than England, free of all tariff, and to America with a tariff and still higher wages. We have never made such a claim in any such form. Free traders have set up that claim for us in order to triumphantly knock it over. What we do say is that where two nations have equal skill and equal appliances and a market of nearly equal size, and one of them can hire labor at one-half less, nothing but a tariff can maintain the higher wages, and that we can prove.

If there be two bales of goods side by side made by the same kind of machinery and with the labor of the human being in both the same degree of skill, and if the labor of one bale cost one-half, for example, as much as the other, that other bale can never be sold until the extra cost of the costlier

labor is squeezed out of it, provided there is an abundant supply of the product of the cheaper labor. If the bale with the cheaper labor of England in it meets the bale with the dearer labor of America in it, which will be bought at the cost of production? I leave that problem just there. The sale of the English bale will be only limited by England's production.

Now as to France and Germany. The gentleman from Ohio [Mr. Harter] makes the same blunder which he charges on us. He says the tariff makes lower wages, and asks us to compare the three countries, saying they are all the same except the tariff. I do not read history that way. England had centuries of peace or distant war, while both Germany and France were the battlefields of Europe. Until Bismarck made Germany a nation she was not even big enough to enter successfully modern industrial warfare. To compare either of those nations in machinery or wealth to England, a hundred years in advance of them both by reason of her history before 1850 and her tributary provinces, is absolutely farcical.

Let Germany and France get thoroughly established within themselves as good machinery as England now has, together with her factory system, and nothing but higher wages in those countries or a tariff in their own will ever save the English people from ruin. Lord Armstrong knew what he was doing when he established an English iron manufactory in Italy with English appliances and Italian labor at half price.

No, no; tariff does not make the blind see, the lame walk, nor does it raise the dead to life, but it is

a good, sound, sensible policy for the United States for its growth in riches and civilization, and if it is stricken down the people who in their secret hearts will think us the most shortsighted will be the foreigners who profit by our folly.

There is still another argument which I desire to present out of the large number yet unused. What has made England rich? It is the immense profits which come of converting raw material into manufactured goods. She is the huge workshop, doing the most profitable work of the world; changing material to finished product. So long as she can persuade the rest of the world to engage in the work which is the least profitable and leave her the most enriching she can well be content.

Let me give one item, and the figures shall be furnished by the gentleman from Alabama [Mr. Wheeler], who told me in your presence that the value of all the cotton raised in the United States was only \$300,000,000, while the finished product of that cotton was \$1,750,000,000. When cotton leaves the field it is worth \$300,000,000; when it leaves the mill it is worth six times as much. On our own cotton crop alone we might in time make the profits on a billion and a half of manufactured goods. Nor is there anything to prevent such a result in a protective tariff.

Some men think, indeed, this bill and its author's speeches proceed upon the supposition that the first step towards gaining the markets of the world is to give up our own, just as if a fortified army, with enemies on all flanks, should overturn its own breastworks as the first preliminary to a march into the open. Even the foolish chivalry of the Marquis de

Montcalm which led him to his death on the Heights of Abraham had not that crowning folly. Such is not the history of the world; such is not even the example of England. Tariff duties, whether levied for that purpose or for revenue, become a dead letter when we are able to compete with the outside world.

We are the only rival that England fears, for we alone have in our borders the population and the wages, the raw material, and within ourselves the great market which insures to us the most improved machinery. Our constant power to increase our wages insures us also continuous progress. If you wish us to follow the example of England, I say yes, with all my heart, but her real example and nothing less. Let us keep protection, as she did, until no rival dares to invade our territory, and then we may take our chances for a future which by that time will not be unknown. [Applause on the Republican side.]

• Nobody knows so well as I do how much even of my own comprehension of the great argument which should control this vote I have failed to present. I have said not a word of the great fall of prices which has always come from the competition of the whole world within itself rendered possible by protection and substituted for the competition within a single island. I have said not a word of the great difference between the attitude of employers who find their own workmen their best customers in their own land, and who are, therefore, moved by their own best interests to give their workmen fair wages, and those who sell abroad and are therefore anxious for low wages at home, and on whom works unrestrictedly, that pernicious doctrine, as wages fall profits

rise. These and much more have I omitted, for there is a limit to all speaking.

We know, my friends, that before this tribunal we all of us plead in vain. Why we fail let those answer who read the touching words of Abraham Lincoln's first inaugural and remember that he plead in vain with these same men and their predecessors. Where he failed we cannot hope to succeed. But though we fail here today, like our great leader of other days, in the larger field before the mightier tribunal which will finally and forever decide this question we shall be more than conquerors; for this great nation, shaking off as it has once before the influence of a lower civilization, will go on to fulfill its high destiny until over the South, as well as over the North, shall be spread the full measure of that amazing prosperity which is the wonder of the world. [Prolonged applause on the floor and in the galleries.]

*Mr. Maxwell.* To substantiate what Mr. Reed has said relative to our being the richest nation on the face of the earth, and you, Mr. Labor, having made the same claim since the first lessons in this school, I hand you a table showing wealth, debt and per capita wealth and debt of all nations.

#### DEBT AND WEALTH OF NATIONS CONTRASTED.

During the decade reaching from 1870 to 1880 taxation in Great Britain increased 20.17 per cent.; in France 36.13 per cent.; in Russia 37.10 per cent.; in Sweden and Norway 50.10 per cent.; in Germany, 57.81 per cent.; and taking into account the other governments, great and small, of Europe, we arrive at for all an average of 28.01 per cent.

In the United States for the same period taxation

decreased 9.15 per cent. Thus we find the financial condition of the United States most satisfactorily exceptional when compared with that of other nations. Our national debt is rapidly disappearing; our rate of taxation is diminishing.

*Table showing wealth, debt, and per capita wealth and debt of all nations.*

Countries.	Wealth.	Debt of all kinds.	Wealth per capita.	Debt per capita.
United States..	\$60,475,000,000	\$ 957,876,000	\$1,039 00	\$ 32 37
England or Great Britain	43,600,000,000	5,695,659,000	.....	87 79
France.....	40,300,000,000	4,892,840,000	1,060 89	116 35
Germany.....	31,600,000,000	2,695,265,000	681 31	.....
Russia.....	21,715,000,000	4,869,768,000	257 92	30 79
Austria.....	18,065,000,000	2,642,021,000	462 31	72 42
Italy.....	11,755,000,000	2,250,000,000	399 05	76 06
Spain.....	7,965,000,000	1,106,650,006	452 58	71 27
Netherlands...	4,935,000,000	518,000,000	.....	95 56
Belgium.....	4,030,000,000	213,000,000	705 64	63 10
Sweden.....	3,475,000,000	580,000,000	739 70	13 73
Canada.....	3,250,000,000	273,000,000	.....	47 51
Mexico.....	3,150,000,000	110,000,000	.....	6 89
Australia.....	2,950,000,000	.....	.....	.....
Portugal.....	1,855,000,000	593,670,000	418 51	134 11
Denmark.....	1,830,000,000	58,467,000	963 56	15 66
Argentine Re- public.....	1,660,000,000	148,000,000	.....	71 98
Switzerland...	1,620,000,000	65,000,000	.....	3 72
Norway.....	1,410,000,000	29,869,000	.....	7 13
Greece.....	1,055,000,000	13,625,000	520 71	49 06
Turkey.....	.....	868,590,000	.....	.....
Chile.....	.....	92,850,000	.....	.....
Colombia.....	.....	15,000,000	.....	.....
U. S. of.....	.....	.....	.....	.....
Peru.....	.....	342,624,000	.....	.....
Uruguay.....	.....	79,100,000	.....	.....
Venezuela.....	.....	63,700,009	.....	.....
Egypt.....	.....	732,000,000	.....	.....
All other countries....	.....	3,500,000,000	.....	.....
Total of the world.....	\$253,685,000,000	\$34,456,574,000	.....	.....

From the above table it appears the United States stands at the head of nations as to wealth, and has in proportion to debt about \$1 to \$60 of her assets. No other great nation can show anything like this proportion; yet, notwithstanding all this, a party of pro-English citizens of our land want us to adopt a policy that suits a nation that has a debt of \$1 to



every \$7 she can show of wealth. Is it not time for the people to adopt a financial policy that will suit our own nation first, and let the debt-burdened nations of Europe follow our lead, if they wish to, since we can show that within two hundred years we have outstripped them all in progress of every kind?

THE LESSON IT TEACHES.

While the United States stands at the head of all the nations of the world in wealth, amounting to \$1,039 per capita, she also stands at the foot of the list of great nations in her per capita indebtedness, which amounts to \$32.37. The population of the United States in 1860 was thirty-one millions, and her wealth amounted to fourteen billions of dollars, showing a per capita of about \$450, while in 1890 her population was sixty-two millions and her total wealth sixty-eight billions of dollars, or a per capita of \$1,039.

It will be seen by the foregoing statement that while her population has about doubled since 1860, her wealth per capita has more than trebled. This is what the Democrats call a bankrupt nation.

In 1880 the public debt amounted to three billion forty-five millions. In 1890 it was reduced to two billion twenty-seven millions—a reduction in ten years of one billion eighteen million dollars. Thus it will be seen that the per capita indebtedness of the national Government was reduced from \$60.73 in 1880 to \$32.37 in 1890. This is a favorable showing for a wasteful nation, using the words of the tariff reformers of the present day.

## DEBT OF U. S.—INTEREST-BEARING.

Highest amount—

August 31, 1865.....\$2,385,039,315

June 30, 1892..... 585,637,100

Amount paid..... 1,799,402,215

June 30, 1896..... 847,363,890

Amount increase..... 262,726,790

The amount of the debt August 31, 1865, known as high-water mark (see above) was gradually reduced until 1893.

*Mr. Maxwell.* These figures, Mr. Labor, are marvelous. Just think of our wealth in 1860—fourteen billions of dollars, and in 1890 (only thirty years) over sixty billions.

This increase was under laws protecting all our industries, as Mr. Reed in his arguments against the Wilson bill so appropriately recites.

*Labor.* It does appear now, Mr. Maxwell, that the free trader should cease any further attempts to defend his former claims, but will he?

*Mr. Maxwell.* The out and out free trader, never. If in your travels, Mr. Labor, you ever meet a man who has been an outspoken free trader, who has faced about and is repudiating his old trash, I wish you would get his photograph and address and send them to me. I will make a long trip to see that kind of a man.

No, Mr. Labor, if the Dingley bill passes and becomes a law, as we all look for, prices will increase on nearly everything. Then the free trade smart man in our Congressional elections in 1898 will be out with tables showing how cheap everything was

in 1896 under the Wilson bill, and in 1900, at our next Presidential election, they will have all manner of campaign songs ridiculing high prices and a protective tariff, and I fear some of our laboring men will have forgotten what we have just passed through and give audience to such demagogues.

Our late cheapness of products, Mr. Labor, has simply been deformity of country and nothing less. You have shown in your lessons, all of them, that from eight to nine-tenths of everything is days works, and all there is to cut is those days works in order to have cheap goods. Are we laboring people going to remember that, or will we ignore this fact the same as sellers of days works did at Groversville, never recognizing that in order that our goods may be cheap they will have to work for less pay, and for the goods to be made in foreign countries means no work for them, hence no money, and without money they cannot buy goods at any price.

We men who work for a living cannot afford to listen to those who write or talk any such rot. The laboring man is the first seller of goods, they all pass through his hands first, and when they are finished if they can be sold cheap it is because he has worked cheap. We must keep this principle well in mind, and hoot down with no uncertain hoot the man or men who undertake to tell us anything else.

As certain, Mr. Labor, as the next campaign comes will the free trader be on deck citing how cheap everything was in 1896, and have tables to prove it. That will be their war cry, and we must shout back to them, "Groversville."

Chicago, one city, mind you, received 1,700,000 tons less coal in 1894 than in 1893. I will give you

the figures copied from the Daily News Almanac, 1895 issue:

Chicago's total receipts in tons for the eleven months of all kinds of coal and coke have been

1893.....7,026,717

1894.....5,233,482

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1,793,235

The above, you see, Mr. Labor, was for eleven months, and one month added at ratio of eleven months would bring the shrinkage up to a fraction less than two million tons for the year.

We must bear in mind this was for only one city. What must such a rate of shrinkage mean for our whole country? There must, beyond a question, have been a large overproduction of coal, and the wonder to me is that there have been no coal strikes. The price we know is badly broken in bituminous coal, and we know that the miners have been chopped down to starvation prices for digging.

This is a good example of things cheap; the sellers of days works are the men that method reaches and remains with, and we are the men to frown on all that kind of sentiment in the future.

Think of only one city taking two millions tons less coal in one year! What does that, when our whole country is considered, mean to our industries, Mr. Labor? It means idle shops, idle machinery and idle men. Could they have had much money in the past three or four years to buy cheap goods with? Will sellers of days works listen again to the yelping free trade demagogue when he tells them they can have more when everything is cheap and the seller is idle and without money than they can when goods

bring a decent price and they have work and plenty of money? I say, boys, we should vote in the future for candidates who will protect our market regardless of the political party they represent, and not get fooled again.

I listened to a conversation and saw some acting the other day, Mr. Labor, that is very appropriate right here. It was between two brothers in a city of some 20,000 inhabitants. Ed was a farmer and lived some seven miles outside the limits. Hank, his brother, was a mechanic and lived in the city. The latter I had known for several years and whenever I was in the city on my trips he always called at the hotel to see me, and on this occasion he brought his brother Ed., the farmer, who was in town, and had been home with Hank for luncheon.

I bought some cigars and we all sat down to have a smoke and chat, and in conversation we drifted on to the close times.

Ed., the farmer, remarked that it was good and tough on farmers, and cited that he had on hand all the grain he raised in 1896; that the price was so low he wouldn't sell.

Hank said: "Yes, Ed., and you voted the free trade ticket in 1892," and Ed. asked him, "What of that?" "Well," Hank says, "I told you not to do it, and now see what we have got. I am not to blame for any of it and you are." And Hank added, "Now, Ed., you are kicking about your wheat and other grains because they don't bring a price. I want to make you a proposition. As a mechanic, I have all my labor for 1896 on hand. I didn't sell a single day's work of it that year. I want to trade you the

whole of that stored up year's labor for a portion of your stored up labor in your crop of grain."

Ed. laughed and wanted to know if Hank thought he was a fool, or was he making fun of him? Hank answered and cited that he (Ed.) was fool enough to vote a tom fool ticket in 1892, and told him if there was any kicking to be done he thought he (Hank) was the one to do it. "Here I am loaded with every one of my days works for 1896, and you wouldn't give me a peck of wheat for the whole batch. You have your year's work for 1896 in your granary and can look at it, but what can I see of mine? You can sell yours for something, and, possibly, if you hold it you can realize a decent price, and if we get a good bill through both houses protecting our industries, I think you will, but what am I going to do with my stored up labor for 1896? It is worth less than rotten potatoes.

"In fact, I have had to wear my shoes out walking for exercise to keep my health good and be ready for work as soon as we get some laws that will justify our people in starting the factories again.

"What is more, Ed., you can eat your wheat and grain, but what would I do trying to eat my stored up labor for 1896? Think these things over, old man, and look happy. I am the one to do the kicking and get frightened. You farmers are the ones who are always all right. Your shoes may pinch a little sometimes, but you are never in any special danger of starving to death."

Ed. answered, "That makes me think, Hank, I always bring what you buy to eat down to you, and my wife and I were talking about it a few days ago. She always keeps account of what you get, and she said



for the past two years you had lived on a little less than half what you had used the two years before, and she wanted me to ask you if you were buying of someone else."

Hank said, "Ed., I haven't bought a thing except sugar, coffee, tea, etc., of anyone else. You have no idea how close we have lived. My wife said the other day she had used more yarn and thread darning and patching the last few years than she had in the whole fourteen years since we were married."

Ed. appeared to be quite wrought up, and said, "Well, Hank, why haven't you spoken of these things? I can bring you lots of stuff off the farm, and I will. There is no use pinching yourselves for something to eat. Are you broke, Hank? Do you want any money?" "No, Ed.," spoke up Hank, "I am not broke yet, but I would have been had I not been careful and bought only what we absolutely had to have."

About that time, Mr. Labor, someone called Hank away for a moment and Ed. said to me: "Thunder, Maxwell, I have never stopped to think what kind of a time these men out of work have been having. You can bet Hank won't worry any more. I will haul more stuff down there from the farm than he can take care of and then they will have to eat, and I will kill a sheep every week and tell him I have some fat wethers that I want to get rid of, and for the reason that they bring so little in price we have decided to eat them up. In this way I can give him meat and he will never dream that I am killing the sheep on purpose to do that. And between times we can give him chickens, and frequently a turkey, and lots of things that we won't miss,

"Darned if I am not ashamed. Hank must think I'm a hog. My wife will give me a good raking over for this. You will see her harness up her horse tomorrow morning and pile down here with a rush, and she won't say a word about where she is going, either."

At this moment I was sorry to see Hank coming back, Mr. Labor, for I wanted to hear what more Ed. would have to say. When Hank had taken his seat Ed. said to him: "Do you remember, Hank, that when we were boys I promised you a suit of clothes, if ever I was able to buy them, if you wouldn't tell father and mother a certain thing I did?" "No," Hank said, "I don't remember any such circumstance, and you never made me any such promise." Ed. declared that he did and Hank wanted to know what it was that he kept to himself for him. "If you have forgotten it I am glad of it, and I shall never remind you of what it was; it was of a nature easy for you to forget but not for me," said Ed.

Your friend Maxwell being a traveling man must be a good judge of cloth and I am going to ask him to go over to the store with us and help pick out a suit, and be witness to the fact that I have kept an old promise.

Hank was reluctant about going. I saw Ed.'s motive, and gathered from his tactics that Hank wouldn't appreciate anything on the score of charity, so to help Ed. out I said to Hank that probably his brother would feel better if he (Hank) would go and get the suit of clothes and let him (Ed.) keep his pledge. That remark settled it, and we all started for the clothing store. When the clothes were selected and Ed. had paid for them he wanted Hank

to wear them home. "Not much," Hank said, "my pards in the streets in a kind way would guy the life out of me; would want to know what I had run up against and if I had quit them and gone to work, and all that kind of a racket."

Truly, Mr. Labor, in this transaction there was a great lesson to me, and I hope the members of your class will take it home with them.

*Labor.* What was there that so particularly served as a lesson, Mr. Maxwell?

*Mr. Maxwell.* Hank was no fool, Mr. Labor, and could divine Ed.'s motive as well as you or anyone else, and at first offered some resistance to accepting the suit of clothes. After a moment he became silent, and I could plainly see there was an intense struggle within, which I interpreted as a biting necessity in a hot fight with his pride. The result was that the necessity conquered, and Hank was in a manner forced to accept what two or three years prior he would have abhorred and in some way resented.

The lesson to me was that a man who declines to do a given thing today, may tomorrow under some unlooked for pressure, be only too glad to do the very same objectionable thing.

I beg your pardon, Mr. Labor, for taking up the time of the class recalling a circumstance like this. I know how impossible it is for me to relate it and have it impress others as it did me.

*Labor.* I should be sorry had you omitted it, Mr. Maxwell, for it brings these things home to us in a sense that we can and do grasp. Many like the brother you mention, who was able and willing, are

heedless, and rarely study and give thought to those who are the last ones to make a want known.

This instance you have just called to our minds, Mr. Maxwell, is but one in hundreds of thousands, if not millions, that the public in the last two or three years have not known a thing of, and the bulk of them were not fortunate enough to have a brother or relative who could help them.

The silent needy in numbers are unknown and will ever remain unknown, provided the relief we are looking for in the way of revived industries is not too long deferred.

*Mr. Maxwell.* Yes, Mr. Labor, and the great mass, like the party I have mentioned, living on one-half what they formerly consumed, shows that all we could extend our trade into the over competed-for markets of the world would not, in a small measure even, compensate for the shrinkage of our own markets.

Our working people must not forget that most articles they make and receive five dollars each for making them would sell in most foreign countries, finished, for from three to four dollars each. On this principle what can we hope to do in foreign markets with our goods? We may make a few articles that we specially excel in, or other countries do not make, that our people can get a price for in the markets of the world, but such cases are so rare, Mr. Labor, that it is rash madness to cripple or neglect our own market chasing after them.

If we have any people who are crazy about the markets of the world, let them go where the markets are, and stay there. We will always have plenty to take the places of that class.

I have seen parties who always ate their partially decayed fruit, leaving the sound fruit to decay while they were doing it. Our country seeking the markets of the world, Mr. Labor, partakes too much of this quality of sagacity to suit me.

The free trader has for years, Mr. Labor, been unyielding in his claim that whatever a protective tariff added as duty would have to be added to the price of the goods.

In 1877 I was in a retail store, when the merchant was opening some large cases of prints. Large piles of the calico were on the counter. Striking a piece with the flat of his hand he remarked that he either paid or was going to sell those goods for six cents a yard, and that the duty on them was five cents per yard.

It does not matter whether the gentleman had bought the goods at six cents a yard, or he was going to sell them at that price. The case shows that the five cents duty had not been added to them, and it shows, too, that on account of the duty the goods had been made in our own country, for they could not have been sold for any such price after paying five cents per yard duty.

I have no data at hand, Mr. Labor, to refer to, to learn what the duty was on cotton goods in 1877, but I take it for granted that the merchant dealing in them was correct in his statement.

I have some other data here on iron and steel that is still further proof that the duty is not added to the price of the product. I do not want the class to infer from what I read or say that I claim the duty is never added to the price of what we import. Anything that is strictly a luxury, or that we do not pro-

duce, no doubt the buyer in this country pays the duty, but it must be remembered that quite all that we do not produce, except absolute luxuries, the McKinley bill placed on the free list.

First, Mr. Labor, I want to read the result of protection on pig iron, showing the value of a furnace to a community, and, following that, some figures and tables showing the products of iron in this country in 1890. After that comes the article on steel rails, proving that the consumer does not pay the duty for a very long period on anything we care to give special attention to the manufacture of.

IRON—RESULT OF PROTECTION ON PIG IRON, AS SHOWN  
BY OPERATION OF A SINGLE FURNACE.

No. 206.

The value of a furnace to a community is a matter of mathematical demonstration.

The consequence of stopping a furnace of 900 to 1,000 tons capacity per week would be somewhat as follows: The freight receipts, inward and outward, amount to not less than \$15,000 to \$20,000 per month, which is about equal to the average revenue to a railroad derived from a city of 20,000 people. This gives one some idea of the enormous amount of business set in motion by a large furnace in operation. In addition to the direct loss to the railroad in the falling off of its business, the employees of the railroad and those dependent upon them would suffer corresponding hardships and losses. There would also be cut off in wages to furnace employees \$15,000 to \$16,000 per month. The farmers in the vicinity who sell their farm products—flour, bacon, corn, hay, potatoes, butter, eggs, chickens, fruits and live stock—would lose a ready, profitable home



market, and would soon be made to feel the hard times incidental to stopping the furnace.

The coal miner would also have to stand his share of the burden, as it requires from 300 to 350 tons of coal per day to produce coke for such a furnace. This would cut off about \$10,000 monthly at the coal mines and result in preventing 150 to 200 miners from earning their daily bread.

Following in the track of depression and losses, our wholesale merchants at home would suffer a monthly loss of thousands of dollars of trade.

To present these results with more practical force we will work out the problem of one furnace and apply to the entire iron interest of Tennessee and give the figures in gross covering a year:

The loss to railroad in freight, passenger fares, and indirect services, \$20,000 per month .....	\$240,000
The loss to those dependent upon railroad, \$1,000 per month.....	12,000
Employees of furnace, \$15,000 to \$16,000 per month ..	186,000
To farmers in vicinity, \$8,000 per month.....	96,000
Coal miners, \$10,000 per month.....	120,000
Wholesale merchants, say \$6,000 per month.....	72,000
Doctor fees, monthly, \$300.....	3,600

Total loss estimated to the people of Tennessee  
by stopping furnace for one year.....\$729,600

#### IRON—ARCHITECTURAL AND ORNAMENTAL, 1890.

No. 207.

Establishments.....	724
Capital .....	\$21,968,172
Employees.....	18,672
Wages.....	\$11,951,457
Materials.....	18,620,510
Products.....	37,745,294
Wages, per capita, \$640.07.	

## IRON AND STEEL—IN GENERAL, 1890.

No. 208.

Establishments .....	645
Capital.....	\$373,478,018
Employees.....	152,535
Wages.....	\$ 84,665,506
Materials.....	295,777,843
Products.....	430,954,348
Wages, per capita, \$555.05.	

IRON AND STEEL—NAILS AND SPIKES, CUT AND WROUGHT,  
INCLUDING WIRE NAILS, 1890.

No. 209.

Establishments.....	138
Capital.....	\$ 24,334,549
Employees.....	12,064
Wages.....	\$ 7,816,994
Materials.....	22,960,737
Products.....	34,227,517
Wages, per capita, \$456.76.	

## IRON AND STEEL—PIPE, WROUGHT, 1890.

No. 210.

Establishments.....	22
Capital.....	\$ 22,622,367
Employees.....	17,116
Wages.....	\$ 5,845,462
Materials.....	25,988,798
Products.....	37,906,801
Wages, per capita, \$484.53.	

## IRON AND STEEL—BESSEMER STEEL.

No. 211.

In 1865 the first Bessemer steel rail was made in this country. There was a duty of 45 per cent. on the foreign product at that time. This continued until January 1, 1871, when the act of Congress which imposed a specific duty of \$28 a ton went into effect. Steel rails in 1867 were selling in our market

for \$166 a ton in currency or \$138 in gold. The price had fallen to \$106.75 in 1870, when the duty was imposed. Now, if the free trader is correct in his theory, the imposition of the duty of \$28 per ton would have had the effect of advancing the price from \$106.75 a ton to \$134.75 a ton. But what has been the result? In 1867 our steel rail mills produced 2,278 tons. In 1887 they produced 2,101,904 tons. How about the price? A ton, in 1867, was sold in our market at \$166; a ton in March, 1888, sold for \$31.50. What becomes of the free trader's theory again, that the duty enhances the cost of the article and becomes a tax to the consumer? But in this connection we must not lose sight of the fact that millions of capital have been invested in this industry by reason of the encouragement extended by the act of 1870, and that thousands of laborers have been employed in this great industry.

*Mr. Maxwell.* What I have read to you, Mr. Labor, shows very conclusively that the tax on steel rails was not added to the product soon as we could manufacture in quantities to supply our own demands, and had it not been for the duty originally we would not be so extensively in that business in this country, and beyond any question steel rails would be selling in our market for double the price they bring today.

The question is so plainly stated as I have read that it needs no further comment.

The importance of a pig iron furnace to a community is so clear that more words are uncalled for.

The figures, Mr. Labor, showing iron products in 1890 you see are misleading again on material. We will consider the table under the heading

## IRON AND STEEL—IN GENERAL—1890.

Wages get credit for .....\$ 84,665,506

Materials get credit for ..... 295,777,843

It is but very few people, Mr. Labor, who in reading the above figures will not take it for granted that the former amount represents all the days works that can be found in this statement, while, in truth, the material used was pig iron, fully two-thirds of which value is labor or days works paid for.

*Labor.* We have already covered that point in full, Mr. Maxwell, in this same lesson.

*Mr. Maxwell.* I am glad, Mr. Labor, that you take pains to remind me of that. If I dare do it I would suggest that a foot note be inserted on every page of your report of the proceedings in this school covering this very point. It cannot be repeated too many times, and I care not how frequently it is referred to; there will be more in the end who will forget than there will be who remember it.

You must not forget, Mr. Labor, that the best teacher is the one who repeats, rehashes and pounds away until he knows that not a single important point has been missed by a single pupil in his class. Schools are never charged with repeating and this is a school, and, for practical business purposes, the best I ever attended. I can assure you, Mr. Labor, that although I have been here every day, and paid strict attention to each and every lesson, I shall, when the proceedings are published, study them very closely, to be sure I have not overlooked a single thing of importance to me or to our country.

When all our people, Mr. Labor, realize that what they buy is purchased of the seller of days works, and that the material means days works, they will

see the special importance of buying the material at home and keep our money at home.

A man working in a factory making shoes ought to be in favor of using American leather, for, if the men making leather can sell their days works to make such leather they will have money to buy and wear out the shoes the factory man makes. Now, I am going to repeat again, Mr. Labor, that leather is material and the question is,—do we all catch the point and see the importance of making and using our own material and thus build and improve our own market?

If I thought there was a man here now who had missed this point I would go and beat it into him with a club, and repeat it with the club until I knew he had it regardless of any charge of repeating.

*Labor.* You are right, Mr. Maxwell, and I concede your claims. What we desire is that everybody shall recognize the labor that is in everything, and that the selling of our labor is what makes our market. The two brothers, one a farmer and the other a mechanic, was a good illustration. If the farmer's barn should burn with his grain in it, everyone would feel so sorry that he had lost his year's work, for, very likely, the barn would be insured but not the grain. This could all be seen and realized. The mechanic brother, however, had met with just as severe a loss, but we fail to recognize and realize it as we should. What I have said on this is from the stand that the farmer brother did all his own work.

*Mr. Maxwell.* If a cargo of grain belonging to our own country, which represents days works for a mass of people, sinks to the bottom of the ocean, we can see that our country has had a loss, but it is virtually

no greater loss than the enforced idleness of the same number of people in other industries, where the value of their employment would be equal to the grain. One we can see and the other it seems we try not to see.

Even this has been told us here before, in some other words if not the same, but it is good to reiterate that its fruit may not be lost.

We are short sighted, Mr. Labor. I might try to make myself believe I could do as well selling foreign goods on the road, but if I did it would send just so much more of our money to Germany, England, France, Japan and other countries, and hurt our market just that much, and in the end I would sell fewer goods, which would cause me to work for less pay. This is a fact, too, that cannot be disguised, Mr. Labor.

I am not willing to buy our goods of foreign countries, and see the people selling them to us smoking perfectos, or better, while we are smoking cob pipes.

*Labor.* If we are honest and true to ourselves we will patronize our own people first, so far as it is possible to do so.

Speaking of honesty, I would like to have you define an honest man, Mr. Maxwell.

*Mr. Maxwell.* You have asked me to solve a problem that up to date I have been unable to unravel. There is such a difference in the same man when it is convenient for him to be honest and when it is not, that the whole question staggers me.

*Labor.* You have read a great deal about honest men and dishonest men, have you not?

*Mr. Maxwell.* How could honest men write or say



very much about dishonesty? They are not posted. I cannot remember of Abraham Lincoln ever writing or saying very much about dishonest people.

*Labor.* You have often read of officials charging that some one tried to bribe them?

*Mr. Maxwell.* Yes, I have, Mr. Labor, and the play they are making always confuses me. Most people are after a reward of some kind, that I do know, and it is difficult for them to pass the station that appears to hold the greatest opportunity.

I had an official tell me once that no one ever tried to buy him, but if anyone ever did try he would keep still about it, and ask the buyer how he found out that he would sell. If the party said no one had ever told or intimated to him that he was in the market or anything of the kind, and he believed he was telling the truth, then the official said he would ask him what there was in his looks or actions that had encouraged the offer, saying to me, "You know, Maxwell, it is never too late to reform."

I asked him if he didn't think a man who would buy an official ought to be exposed. Yes, he said, he did, but he added, "If a man should try to buy me I would feel so ashamed over something I had done or said, or the kind of reputation I had that I would be the last one to open my mouth about it, but I would try to find out what had aroused the man's courage to the point of making the offer."

*Labor.* Some people, Mr. Maxwell, pay their debts promptly and some do not.

*Mr. Maxwell.* That is no particular evidence of honesty. If a man owes a dollar and pays it he simply conforms to the law; he has only done what the law requires of him. Most business men today

pay promptly because it is policy to do so. They want that kind of a reputation; it helps them in their business. What worse blast could a house get than to miss a week in paying their help?

No, Mr. Labor, you have given me too large a question to handle; the word honesty covers too much. You will have to let me give it up. If we can find out how to be truly honest to ourselves, we will come about as near treating everybody else all right as any other way. You know what Shakespeare tells us about "to thyself be true."

A man is honest in proportion as he is unselfish, and in the same ratio is he a Christian. I think Lincoln was the most unselfish public man I have ever read of.

It is easy to condemn, and many are prolific in that art, but if you keep close watch you will find them frequently taking a dirty trick themselves when they think they can do it by winking the other eye. Of course this does not mean me, or anyone present.

My sympathy always goes out to the man who shows by what he says or writes that he is burdened with too much honesty.

It has already been said here, and it is true, that the man who seeks to rise by pulling others down is sure sooner or later to run out of material.

If we were all sincerely honest we would buy and wear only American goods.

What will answer for President McKinley to be inaugurated in is plenty good enough for any American to wear.

I hope that if there is anything of foreign make in use in the White House that our country can produce, President McKinley will make a present of it

to former Presidents and replace it with American make. Dine and wine all who enter there on American dishes and set an example for future Presidents.

*Labor.* You are aware, Mr. Maxwell, that our aim is to better our country and to better our people. When we are doing that we are moving in lines best suited to the true interest of our wage earners. What can you recommend in the latter's interest that has not already been tried?

*Mr. Maxwell.* It looks to me like you are striving after hard questions, Mr. Labor. If I were going to advise the wage earners of the United States how to benefit themselves I would tell them to hire the best adviser on earth, and then listen to him.

*Labor.* Wage earners have always had plenty of advisers, Mr. Maxwell.

*Mr. Maxwell.* Yes, they have always had plenty of cheap advisers. Good and valuable advisers come high, the same as anything else that is of much worth. If wage earners will hire a lawyer who is worth \$50,000 a year (I say worth that) and let such a man study their interests, listen to him and do just as he tells them, they will get all that is their due, and they won't have to lose half their time through strikes to get it, either.

*Labor.* It would require a very peculiar man to fill such a place, and succeed, Mr. Maxwell.

*Mr. Maxwell.* It would require a man with a very popular national reputation; it would require a man as free from the tarnish of guile or intrigue as Mr. Lincoln, Conklin or Grant; it would require a man as firm as any of those three. It would require a man who is honest because he has no disposition to be anything else. It would require a man who at

heart scorns buying goods of foreign countries that our wage earners can make. It would require a man who, when his card was sent in to no matter how difficult a place to enter, the doors would fly open at once, rather than to receive word to be seated and await his turn. Not only that the doors would fly open either, but that the magnate within would come forth to greet him, not trusting others to carry the word to enter.

When wage earners will employ such a man, Mr. Labor, to study their interest, one able to meet talent with talent, they will have opened the way to peace and plenty for themselves. The last things that wage earners can afford to have are expensive contentions and fights. What they want is settlement and peace.

You will find that the best law talent obtainable is directing all our large enterprises today. Such enterprises would not think of moving in any new direction until the approval of their attorney was had. Talent, however, that would answer for every day affairs would not answer for the wage earners. They, to succeed, must have a representative man, with all known good qualities, and no bad ones, combined with the talent.

They require a man so large in heart and mind that there are none larger. The largest interests in the United States today are those of labor; then why should labor allow any smaller institution to have any better adviser than they? You need not tell me that ordinary men can do this work for labor; they cannot reach far enough.

Labor by nature has the sympathy of our whole country, and the right man to constantly adjust that

sympathy and the wage earners so as to keep them in touch with each other would not meet with resistance sufficient to make disputes interesting, let alone having such a thing as contests.

The chief worth of such a man to wage earners, Mr. Labor, would be when he pointed out to them their duties, and held them in lines where, strictly speaking, they could not criticise themselves.

If wage earners can find a man in height six feet, weighing 200 pounds,

Full of talent, to meet talent,

Full of honesty, to meet honesty,

Full of justice, to meet justice,

Full of fairness, to meet fairness,

Full of refinement, to meet refinement,

Full of sagacity, to meet sagacity,

Full of logic, to meet logic,

one of the select, to meet the select, and one that the circle of the select cannot be complete until he is there—they, the wage earners, can well afford to pay such a man \$100,000 per year, if he cannot be had for less money, but he must be a man who will not need to go out into the open to seek the loan of a heart or soul.

I might as well claim, Mr. Labor, that I could handle a large army as successfully as the greatest general who ever graduated at West Point as for wage earners to tell me that they can with any ordinary talent, or any ordinary man, economically direct their own interests. Like against like, full of courage for the right, is what will win for them.

The wage earner has all the advantage, and always has had, but when he dons the garb of the bully the eye of the law, and all the forces behind the law,

including every consistent citizen, will be upon him.

I have a table here, showing the occupation of all the people of our country, according to the census of 1890. All occupations show the immense number of 22,735,661. Over five million of these people were, in 1890, employed in manufacturing and mechanical industries.

I do not think it best, Mr. Labor, to take up the time of the class in discussing any of the special departments of labor; the field is too broad, or was in 1890, when everybody was in some manner employed. I am satisfied that you will look upon this table as containing too much valuable information to leave out of your proceedings.

It is copied from the Daily News Almanac of 1896, and shows nearly two million laborers not specified.

Any who choose can very readily go through the table when they get the published proceedings and gather a comprehensive conception of the wage earners' interest.



**OCCUPATIONS OF THE PEOPLE.**

Number of persons in the United States engaged in each specified occupation, classified by sex, Census of 1890. For foot notes as(1), etc., see end of table, pages 446-447.

OCCUPATIONS.	Total.	Males.	Females.
All occupations.....	22,735,661	18,820,950	3,914,711
Agriculture, fisheries, and mining.....	9,013,201	8,333,692	679,509
Agricultural laborers (1).....	3,004,015	2,556,930	447,085
Apiarists.....	1,800	1,755	45
Dairymen and dairywomen.....	17,806	16,072	1,734
Farmers, planters, and overseers (2).....	5,281,557	5,055,130	226,427
Fishermen and oystermen (3).....	60,150	59,887	263
Gardeners, florists, nurserymen, and vine growers.....	72,601	70,186	2,415
Lumbermen and raftsmen.....	65,857	65,829	28
Miners (coal).....	208,549	208,330	219
Miners (not otherwise specified).....	141,039	140,906	133
Quarymen.....	37,658	37,628	30
Stock raisers, herders, and drovers..	70,734	70,047	687
Wood choppers.....	33,697	33,665	32
Other agricultural pursuits (4).....	17,738	17,327	411
Professional service.....	944,323	632,641	311,682
Actors.....	9,728	5,779	3,949
Architects.....	8,070	8,048	22
Artists and teachers of art.....	22,486	11,676	10,810
Authors and literary and scientific persons.....	6,714	3,989	2,725
Chemists, assayers, and metallurgists.....	4,510	4,464	46
Clergymen.....	88,295	87,060	1,235
Dentists.....	17,498	17,161	337
Designers, draughtsmen, and inventors.....	9,322	9,086	306
Engineers (civil, mechanical, electrical, and mining) and surveyors....	43,242	43,115	127
Journalists.....	21,849	20,961	888
Lawyers.....	89,630	89,422	208
Musicians and teachers of music....	62,155	27,636	34,519
Officers of United States army and navy.....	2,926	2,926	.....
Officials, government (5).....	79,664	74,789	4,875
Physicians and surgeons.....	104,803	100,248	4,555
Professors in colleges and universities.....	5,432	4,697	735
Teachers.....	341,811	96,581	245,230
Theatrical managers, showmen, etc..	18,055	17,421	634
Veterinary surgeons.....	6,494	6,492	2
Other professional service.....	1,569	1,090	479
Domestic and personal service.....	4,360,506	2,692,920	1,667,686
Barbers and hairdressers.....	84,976	82,151	2,825
Bartenders.....	55,807	55,660	147
Boarding and lodging house keepers.....	44,349	11,756	32,593
Engineers and firemen (not locomotive).....	139,765	139,718	47
Hotelkeepers.....	44,140	38,825	5,315
Housekeepers and stewards (6).....	92,810	6,008	86,802
Hunters, trappers, guides, and scouts.....	2,552	2,531	21
Janitors.....	21,556	18,776	2,780
Laborers, not specified (1).....	1,913,317	1,858,504	54,813
Launderers and undresses.....	248,443	31,816	216,627
Nurses and midwives.....	58,090	6,688	51,402

## OCCUPATIONS OF THE PEOPLE.—Continued.

OCCUPATIONS.	Total.	Males.	Females.
Restaurant keepers.....	19,301	16,885	2,416
Saloonkeepers .....	71,412	69,137	2,275
Servants.....	1,443,399	237,523	1,205,876
Sextons.....	4,984	4,954	30
Soldiers, sailors, and marines, U.S. (7)	27,919	27,919	.....
Watchmen, policemen, and detectives	74,633	74,350	283
Other domestic and personal service	13,053	9,619	3,434
Trade and transportation.....	3,325,962	3,097,653	228,309
Agents (claim, commission, real estate, insurance, etc.) and collectors	174,579	169,704	4,875
Auctioneers .....			
Bankers and brokers, (money and stocks) .....	3,207	3,205	2
Boatmen and canalmen.....	30,020	29,516	504
Bookkeepers and accountants (8)...	16,719	16,683	36
Brokers (commercial).....	159,374	131,602	27,772
Clerks and copyists (9) .....	5,965	5,953	12
Commercial travelers.....	556,900	492,852	64,048
Draymen, hackmen, teamsters, etc..	58,701	58,089	612
Foremen and overseers.....	368,502	368,265	237
Hostlers.....	36,100	355,117	983
Hucksters and peddlers.....	54,029	54,005	24
Livery stable keepers.....	59,083	56,824	2,259
Locomotive engineers and firemen (10).....	26,767	26,719	48
Merchants and dealers in drugs and chemicals (retail).....	79,463	79,459	4
Merchants and dealers in dry goods (retail) .....	46,411	45,672	739
Merchants and dealers in groceries (retail) .....	42,587	40,358	2,229
Merchants and dealers in wines and liquors (retail).....	115,085	108,722	6,363
Merchants and dealers in wines and liquors (wholesale).....	10,090	9,945	145
Merchants and dealers not specified (retail) .....	3,657	3,609	48
Merchants and dealers (wholesale), importers and shipping merchants	446,230	430,303	15,927
Messengers and errand and office boys	27,542	27,344	198
Newspaper carriers and newsboys...	51,355	48,446	2,909
Officials of banks, and of insurance, trade, transportation, trust, and other companies (11).....	5,288	5,216	72
Packers and shippers.....	39,956	39,719	237
Pilots.....	24,930	18,426	6,504
Porters and helpers (in stores and warehouses) .....	4,266	4,265	1
Sailors (1) .....	24,327	24,002	329
Salesmen and saleswomen.....	55,904	55,875	25
Steam railroad employes (not otherwise specified (12) .....	264,380	205,931	58,449
Stenographers and typewriters.....	382,750	381,312	1,438
Street railway employes.....	33,333	12,148	21,185
Telegraph and telephone operators..	37,435	37,423	12
Telegraph and telephone linemen and electric light company employes...	52,214	43,740	8,474
Undertakers.....	11,134	10,465	669
Weighers, gaugers, and measurers...	9,900	9,817	83
Other persons in trade and transportation....	3,897	3,842	55
	3,882	3,080	802

## OCCUPATIONS OF THE PEOPLE—Continued.

OCCUPATIONS.	Total.	Males.	Females.
Manufacturing and mechanical industries .....	5,091,669	4,064,144	1,027,525
Agricultural implement makers, not otherwise classified (13) .....	3,771	3,717	54
Apprentices (blacksmiths) .....	4,245	4,242	3
Apprentices (boot and shoe makers) .....	1,031	1,004	27
Apprentices (carpenters and joiners) .....	6,735	6,726	9
Apprentices (carriage and wagon makers) .....	853	851	2
Apprentices (dressmakers) .....	4,439	132	4,307
Apprentices (leather curriers, etc.) ..	422	421	1
Apprentices (machinists) .....	9,729	9,717	12
Apprentices (masons) .....	1,927	1,926	1
Apprentices (milliners) .....	1,335	140	1,195
Apprentices (painters) .....	2,322	2,314	8
Apprentices (plumbers) .....	4,579	4,576	3
Apprentices (printers) .....	4,628	4,476	152
Apprentices (tailors) .....	2,625	1,925	700
Apprentices (tinsmiths) .....	2,036	2,032	4
Apprentices (not otherwise specified) ..	35,580	34,039	1,541
Artificial flower makers .....	3,130	603	2,527
Bakers .....	60,181	57,908	2,273
Basket makers .....	5,223	4,517	706
Blacksmiths .....	205,315	205,256	59
Bleachers, dyers, and scourers .....	14,192	12,495	1,697
Bone and ivory workers .....	1,792	1,548	244
Bookbinders .....	23,787	12,289	11,498
Boot and shoe makers and repairers ..	213,447	179,838	33,609
Bottlers, and mineral and soda water makers .....	7,215	6,659	556
Box makers (paper) .....	19,239	6,271	12,968
Box makers (wood) .....	9,446	8,098	1,348
Brass workers (not otherwise specified) (14) .....	17,268	16,353	915
Brewers and maltsters (15) .....	20,349	20,277	72
Brick and tile makers and terra cotta workers (15) .....	60,201	60,007	194
Britannia workers .....	1,020	893	127
Broom and brush makers .....	10,117	8,944	1,173
Builders and contractors .....	45,986	45,976	10
Butchers .....	105,442	105,313	129
Butter and cheese makers .....	11,440	10,941	499
Button makers .....	2,589	1,067	1,522
Cabinet makers .....	35,926	35,891	35
Candle, soap, and tallow makers .....	3,449	3,053	396
Carpenters and joiners .....	611,417	611,226	191
Carpet makers (16) .....	22,290	11,545	10,745
Carriage and wagon makers (not otherwise classified) (27) .....	34,572	34,294	278
Charcoal, coke, and lime burners .....	8,699	8,684	15
Chemical works employes (17) .....	3,733	2,689	1,044
Clock and watch makers and repairers .....	25,303	20,543	4,760
Compositors (18) .....	29,988	23,702	6,286
Confectioners .....	23,168	17,562	5,606
Coopers .....	47,489	47,435	54
Copper workers .....	3,381	3,373	8
Corset makers .....	6,608	792	5,816
Cotton mill operatives (19) .....	173,058	80,144	92,914
Distillers and rectifiers (20) .....	3,349	3,340	9
Door, sash, and blind makers (21) ..	5,062	5,034	28
Dressmakers .....	288,983	828	288,155

## OCCUPATIONS OF THE PEOPLE—Continued.

OCCUPATIONS.	Total.	Males.	Females.
Electroplaters .....	2,757	2,645	112
Electrotypers and stereotypers (18) ..	1,508	1,503	5
Engravers .....	8,319	8,016	303
Fertilizer maker (17) .....	716	705	11
Fish curers and packers (22) .....	1,303	1,095	208
Gas works employes (17) .....	5,246	5,209	37
Glass workers .....	34,382	32,660	1,722
Glove makers .....	6,432	2,760	3,663
Gold and silver workers .....	20,225	16,890	3,335
Gunsmiths, locksmiths, and bell hangers .....	9,154	9,065	89
Hair workers .....	1,266	708	558
Harness and saddle makers and re- pairers .....	43,468	42,612	856
Hat and cap makers .....	24,030	17,336	6,694
Hosiery and knitting mill operatives (16) .....	29,219	8,706	20,513
Iron and steel workers (23) .....	144,536	142,087	2,449
Lace and embroidery makers .....	5,393	915	4,478
Lead and zinc workers .....	4,685	4,452	233
Leather curriers, dressers, finishers, and tanners .....	39,345	39,032	313
Machinists .....	177,076	176,937	139
Manufacturers and officials of manu- facturing companies .....	103,265	101,216	2,049
Marble and stone cutters .....	61,069	61,006	63
Masons (brick and stone) .....	158,916	158,874	42
Meat and fruit packers, cannery, and preservers (24) .....	6,002	4,604	1,398
Mechanics (not otherwise specified) ..	15,481	15,468	13
Metal workers (not otherwise speci- fied) .....	16,702	15,840	862
Mill and factory operatives (not spe- cified) (25) .....	93,411	51,561	41,859
Millers (flour and grist) .....	52,844	52,745	99
Milliners .....	60,464	406	60,058
Model and pattern makers .....	10,301	10,156	145
Molders .....	66,288	66,241	47
Musical instrument makers (not oth- erwise specified) (26) .....	724	701	23
Nail and tack makers (27) .....	4,638	4,130	508
Oil well employes .....	9,239	9,229	10
Oil works employes .....	5,624	5,587	37
Painters, glaziers, and varnishers ..	219,868	218,622	1,246
Paper hangers .....	12,367	12,313	54
Paper mill operatives .....	27,824	18,869	8,955
Photographers .....	20,029	17,834	2,195
Piano and organ makers and tuners (28) .....	14,717	14,360	357
Plasterers .....	38,935	38,912	23
Plumbers and gas and steam fitters ..	56,597	56,555	42
Potters .....	14,963	12,943	2,020
Powder and cartridge makers .....	1,396	978	418
Printers, lithographers and press- men (29) .....	86,454	80,889	5,565
Print works operatives (30) .....	7,103	5,356	1,747
Publishers of books, maps and news- papers .....	6,426	6,207	219
Roofers and slaters .....	7,137	7,134	3
Rope and cordage makers .....	8,420	5,014	3,376
Rubber factory operatives .....	16,349	9,886	6,463
Sail, awning, and tent makers .....	3,244	2,999	245

## OCCUPATIONS OF THE PEOPLE—Continued.

OCCUPATIONS.	Total.	Males.	Females.
Salt works employes.....	1,867	1,758	109
Saw and planing mill employes (31)	133,518	133,216	302
Seamstresses (32).....	149,704	3,988	145,716
Sewing machine makers (not otherwise classified) (23).....	1,085	888	197
Sewing machine operators (32).....	7,028	1,145	5,883
Ship and boat builders.....	22,932	22,929	3
Shirt, collar, and cuff makers (35)...	21,155	5,206	15,949
Silk mill operatives (36).....	34,814	14,192	20,622
Starch makers.....	775	581	194
Steam boiler makers.....	21,278	21,272	6
Stove, furnace, and grate makers(27)	9,420	9,397	23
Straw workers.....	3,805	1,342	2,463
Sugar makers and refiners.....	2,737	2,733	4
Tailors and tailoresses (35).....	185,197	121,586	63,611
Tinners and tinware makers.....	55,374	54,427	947
Tobacco and cigar factory operatives	111,422	83,601	27,821
Tool and cutlery makers (not otherwise classified) (36).....	18,105	17,454	651
Trunk, valise, leather case, and pocketbook makers.....	6,300	5,467	833
Umbrella and parasol makers.....	3,415	1,480	1,935
Upholsterers.....	25,723	23,916	1,807
Well borers.....	4,889	4,888	1
Wheelwrights.....	12,853	12,852	1
Whitewashers.....	3,984	3,975	9
Wire workers.....	12,348	11,255	1,093
Wood workers (not otherwise specified).....	67,225	63,529	3,696
Woolen mill operatives (37).....	84,071	47,636	36,435
Other persons in manufacturing and mechanical industries.....	74,686	59,807	14,879

(1.) In agricultural districts "agricultural laborers" are often reported simply as laborers.

(2.) Farmers' wives, sons, and daughters, working in common and without stated remuneration, especially in the southern states, are often reported as "farmers" and so tabulated.

(3.) Frequently returned as "sailors." In many cases where the avocation is followed for only a portion of the year they are reported under some other branch of industry.

(4.) Includes "turpentine farmers and laborers," principally found in a few of the southern states.

(5.) Includes national, state, county, city, and town governments.

(6.) Includes paid housekeepers in private families, hotels, etc., matrons in public and private institutions and stewards and stewardesses.

(7.) "Sailors" at sea are liable to be omitted unless they are actual members of families which are enumerated.

(8.) Includes bookkeepers and accountants of all kinds, irrespective of where they may happen to be employed.

(9.) Includes clerks and copyists of all kinds, irrespective of where they may happen to be employed. See "Stenographers and typewriters."

(10.) See "Steam railroad employes (not otherwise specified)."

(11.) Includes officials of mining and quarrying companies, classified in 1880 with officials of manufacturing companies.

(12.) See "Locomotive engineers and firemen."

(13.) Generally reported as blacksmiths, carpenters, iron and steel workers, machinists, painters, wood workers, etc.

(14.) See "Molders" and "Metal workers (not otherwise specified)."

(15.) The unskilled workmen are often reported as common laborers.

(16.) See "Woolen mill operatives" and "Mill and factory operatives (not specified)."



(17.) Generally reported as blacksmiths, carpenters, iron and steel workers, machinists, painters and varnishers, upholsterers and trimmers, wheelwrights, woodworkers, etc.

(18.) The unskilled workmen are often reported as common laborers.

(19.) See "Printers, lithographers, and pressmen,"

(20.) See "Print-works operatives" and "Mill and factory operatives (not specified)."

(21.) See "Saw and planing mill employes."

(22.) See "Meat and fruit packers, canners, and preservers."

(23.) Includes employes of foundries, furnaces, and rolling mills. See "Metal workers (not otherwise specified)," "Molders," "Nail and tack makers," and "Stove, furnace, and grate makers."

(24.) See "Fish curers and packers."

(25.) Includes textile mill operatives (not otherwise specified), and also mill and factory hands for whom the specific branch of industry was not reported.

(26.) See "Piano and organ makers and tuners."

(27.) See "Iron and steel workers," and "Metal workers (not otherwise specified)."

(28.) See "Musical instrument makers (not otherwise specified)."

(29.) See "Compositors" and "Electrotypers and stereotypers."

(30.) See "Cotton mill operatives" and "Mill and factory operatives (not specified)."

(31.) See "Door, sash, and blind makers."

(32.) See "Sewing machine operators," "Shirt, collar, and cuff makers," and "Tailors and tailoresses."

(33.) Generally reported as cabinet makers, iron and steel workers, machinists, wood workers, etc.

(34.) See "Seamstresses," "Shirt, collar, and cuff makers," and "Tailors and tailoresses."

(35.) See "Seamstresses" and "Sewing machine operators."

(36.) Generally reported as blacksmiths, machinists, etc.

(37.) See "Carpet makers," "Hosiery and knitting mill operatives," and "Mill and factory operatives (not specified)."

*Mr. Maxwell.* No person can examine that list of toilers for bread, Mr. Labor, without discovering that everybody is interested in the wage earner's interest. You can see for yourself, since you have it in your hands, what it is that creates our market, or what our market was prior to 1893, when all those masses of people were at work.

It is an important feature for the farmer to study, and learn again if it is not to his interest that he do what he can when voting to protect our own industries and help to sustain our own wage earners, and our own market, all of which means so much to him.

*Labor.* Yes, Mr. Maxwell, I hope our farmers will take heed of this table. I see at a glance what they



can gather from it as to the importance of our own market to them, as you have cited.

By the table, too, we can see the importance more clearly of the wage earner recognizing his true obligation to himself.

I believe you are right, Mr. Maxwell, when you counsel labor to employ some man of dignity to advise them and represent such mammoth interests.

*Mr. Maxwell.* I do not know about their employing too much dignity, Mr. Labor. I do not care so much for dignity that the party wearing it keeps a mirror near to see whether he has it on or not. R. G. Ingersoll is credited with saying that "right behind dignity sits a d——d fool." I don't like dignity that is in sight, and when I see any I think of what Ingersoll said.

I like such dignity as Lincoln wore. If any transgressed he told them a joke or pleasant story that would cause the offender to adjust himself a little more to the cut of his own clothes, and when he left the great man's presence he could see that in striking at the nail he had hit his fingers, but he would not feel that some idiot had run an icicle through him.

In my opinion, Mr. Labor, as with Lincoln, true dignity is never in sight.

I want to read a speech, Mr. Labor, that President McKinley made in Boston on November 19th, 1891, when a guest of the Home Market Club of that city, and known at that time as Major McKinley, the Champion of Protection.

I read this speech for two purposes; the first is, that it has a special significance at this time when we are trying to discover why so much contentment

and comfort among all classes of our people prior to 1893, and why the distress, woe and agony of which the same classes have been victims since that time.

The second reason I read it is, Mr. Labor, that it contains as read by Major McKinley, now President, as he calls it, a paragraph taken from the New York Tribune of January 15, 1855, over forty-two years ago.

It is an editorial from the pen of a former honest and far seeing man, Horace Greeley. The words from Mr. Greeley will explain themselves, but I desire that you all pay strict attention while I read them.

After the applause which greeted the rendering of the song had died away, Gen. Draper presented Major McKinley in these words: "I now have the pleasure of presenting to you, ladies and gentlemen, Major McKinley, the next Governor of Ohio and a future President of the United States."

Major McKinley was tendered a most enthusiastic ovation. Men sprang to their feet and threw their hats in the air, yelling like mad, while the ladies waved their handkerchiefs. Above all the uproar was heard the "Rah, rah, rah, McKinley," of the Harvard Club. Time and time again Major McKinley attempted to speak, but the applause broke forth again. When he could make himself heard, he said:

MAJOR M'KINLEY.

*Mr. President, Ladies and Gentlemen:* This magnificent audience is a great tribute to a great cause. It is a great cause, because it is the cause of home, of country, of family and of fireside. [Applause.] It is a tribute to a principle which, for more than

thirty years, has been in active operation in this country, and has brought to all of us the widest and the largest prosperity. "We cannot have revenue," said George Washington in his farewell address, "unless we have taxes." And any form of taxation is always more or less inconvenient. And the best form of taxation is that which rests most easily upon the citizen, and, while raising the required revenue for public purposes, gives encouragement to our own people in their chosen occupations and employments. Taxation, therefore, in some form or other, is a fundamental necessity to every Government. And, whatever system will raise the revenue needed for federal purposes should be the national system. You can raise money for federal purposes by direct taxation. You can raise it by a tariff taxation. The Home Market Club, and the Republican party—in Ohio [Applause]—do not believe in direct taxation, except in times of war and except in the presence of a great national emergency. They believe that we should never tax ourselves as long as we can find the products of other people to tax. And so, after the great war had gone by, and the necessities for large federal expenditures growing out of the war had passed, the Republican party abolished all direct taxation, except upon two subjects, and in their legislation they relied upon tariff taxation to raise all needed revenue. And they have been very successful.

The difference between a revenue tariff, such as is advocated by the Democratic party or the Democratic leaders, and a protective tariff, such as is advocated by the Republican party, is one of principle, which touches every enterprise and every occupa-

tion and every employment of the people. A revenue tariff will do nothing but raise revenue. It has no other ambition but to raise revenue. It has no other object or purpose but to put revenue into the Federal Treasury. It is wholly unmindful of the employments and occupations of the people. It is money for the Federal Treasury and for nothing else. A protective tariff, as an agent for raising revenue for the National Treasury, is just as good as a revenue tariff, and in times past has been a more certain agent for raising revenue than a revenue tariff, so that a protective tariff in that particular does everything which a Democratic revenue tariff would do, and does more. While it raises all the needed revenue for public purposes, it encourages and builds up the industries of our own country, and protects our own labor and our own skill against the labor and skill of every other country of the world. [Applause.] A revenue tariff never built a factory in the United States. [Applause.] A revenue tariff never opened a mine in the United States. [Applause.] A revenue tariff never built a fire in a furnace in the United States, but, as a thousand old men in this audience know tonight, a revenue tariff has more than once extinguished the fires which had been built in the furnaces under a protective tariff. [Applause.]

A revenue tariff encourages the foreign shop and the foreign laborer and discourages the domestic shop and the domestic laborer. For you must remember that a revenue tariff is for revenue, and revenue only, and you cannot have revenue in large volume unless you have large importation, and you cannot have large importations of competing foreign

products without displacing to that extent domestic products. [Applause.] And, to the extent that you displace domestic products, to that extent you displace American labor and diminish the demand for American workingmen in the United States and increase the demand for workingmen abroad in foreign shops. You can raise revenue for public purposes with a revenue tariff, but you do it at the expense of your own industries and your own labor, and there finally comes a time in the history of revenue tariff legislation when you have so impoverished your own people because you have destroyed their industries that give them employment and wages, there comes a time when a revenue tariff fails to raise the needed revenue, because the people have grown too poor to send money abroad to buy, and then a revenue tariff fails. [Applause.] But a protective tariff never fails. [Applause.] We have in the last twenty-five years paid off \$174,000 every day of the public debt under the protective tariff, and while we were doing that, we accomplished what Senator Hoar hinted at, we have reached the first rank in the world as a manufacturing, mining and agricultural nation.

They say protective tariffs are a burden upon the people. There is not a man in this audience—there is not a man in Massachusetts—who is a citizen of Massachusetts and whose interest is in Massachusetts, who knows from any personal realization of a burden that there is such a thing in existence as an American protective tariff—not one man in the whole State of Massachusetts. [Applause.] And did it ever occur to you that a man isn't very much hurt if he doesn't know it? [Laughter.] But there isn't a man or

woman in Massachusetts tonight who doesn't know from personal realization of the blessings of a protective tariff. [Applause.] The laboring man knows its blessings from work and wages; the farmer knows its blessings from the most magnificent home market for his products than can be found anywhere in the world [applause], and the great consuming class of the United States know of its blessings in the cheaper products, cheaper than they ever enjoyed under a Democratic revenue tariff. [Applause.]

But they say protective tariff keeps us out of a foreign market. If there is anything in the world that delights the Democratic leader who has once been a Republican, it is something on the other side, something foreign, something abroad. For me and mine there is no place like home. [Long continued applause.] This is the best country in the world [applause], and people come here and never go away because it is the best country in the world. [Applause.] And it is our business to keep it the best country in the world. [Applause, and a voice, "That's it."] "Keep us out of a foreign market." I wish you could read with me a history of your own country. I wish you might read the foreign trade of this country under the revenue tariff periods of its history and the foreign trade of this country under the protective tariff periods of its history. Nothing more need be said when that history is learned and known by the citizens of this country. Why, we send abroad in a single year, and have since 1880 in more than half a dozen years, we have sent more wheat abroad in twelve months to Europe under a protective tariff than we sent abroad in the whole



fourteen years of a Democratic revenue tariff from 1846 to 1860. From 1846 to 1860, a period of fourteen years, the balance of trade against this country—that is, we bought more abroad than we sold abroad—in the enormous sum of \$366,000,000, a balance of trade that we had to settle with Europe in gold; and from 1867 to 1881, a period of fourteen years, under protective tariff, we sold abroad American products in excess of what we bought abroad \$2,666,000,000. [Applause.] If it is foreign trade you want, you find the best foreign trade this Government ever enjoyed under the protective period of its history.

If the protective tariff is such a burden upon the people it must show itself somehow and somewhere. Has it imposed new burdens upon the Government itself? In twenty years under a protective tariff we have paid off more than \$2,000,000,000 of the great public debt. In the last twenty years we have reduced the indebtedness more than 25 per cent. In the last twenty years we have reduced the indebtedness of counties and municipalities more than 18 per cent., and the per capita debt of this Government is less than the per capita debt of any Government of the world. [Applause.]

Somebody seemed to think its whole business is going to be settled on the question of free wool. That is too narrow for a national policy. [Applause.] The policy that makes wool when it comes from the sheep's back free and tariff wool when it is put on our backs is too narrow for a national policy. [Applause.] If the people of this country would but read its history from 1850 to 1860, no argument

need be made against a Democratic revenue tariff. [Applause.]

Now, I want to give you, at the expense of detaining you longer than I ought to, for there are distinguished gentlemen whom I know you want to hear, but I want to read you a paragraph, taken from the New York *Tribune* of Jan. 15, 1855, 36 years ago, which describes the condition of the country at that time, and described by that great master mind, Horace Greeley, who was an honest man. [Applause.] Jan. 15, 1855, turn back to the old files of the *Tribune* and you will find this in its leading editorial:

"Who is hungry? Go and see. You that are full-fed, and know not what it is to be hungry—perhaps never saw a hungry man—go and see. Go and see thousands, men and women, boys and girls, old and young, black and white, of all nations, crowding and jostling each other, almost fighting for a first chance, acting more like hungry wolves than human beings in a land of plenty. It is only by the continuous efforts of two policemen that the crowd can be kept in order, or made to wait till the food is ready for distribution. Such a scene may be seen every day between 11 and 12 o'clock around the corner of Orange and Chatham streets, where charity gives a dinner to the poor, and soup and bread to others to carry to their miserable families.

On Saturday we spent an hour there at the hour of high tide. We have never seen anything like it before. Upward of 1,000 people were fed with a plate of soup, a piece of bread and a piece of meat, on the premises, and in all more than 1,600. On the same day 1,130 portions of soup were dealt out from Stewart's 'soup kitchen,' in the rear of the great store cor-

ner of Reade street and Broadway. At the rooms on Duane street for the relief of the poor, on the same day, they gave food to 2,256. In the Sixth Ward alone over 6,000 persons were fed by charity on Saturday, January 13. And this is only one day in one ward. Meanwhile scenes of a like nature are being enacted all over the city. A procession of several thousand persons kept marching about the streets yesterday, with flags and banners which bore such inscriptions as: 'Hunger Is a Sharp Thorn,' 'The Last Recourse,' 'Live and Let Live,' 'We Want Work,' etc.

Such are the scenes that are being enacted daily before our eyes, while the cry of hard times reaches us from every part of the country. The making of roads is stopped, factories are closed and houses and ships are no longer being built. Factory hands, road makers, carpenters, bricklayers and laborers are idle, and paralysis is rapidly embracing every pursuit in the country. The cause of all this stoppage of circulation is to be found in the steady outflow of gold to pay foreign laborers for the cloth, the shoes, the iron and the other things that could be produced by American labor, but which cannot be so produced under our present revenue system. The convulsion would have come upon us sooner but for the extraordinary demand in Europe for breadstuffs, growing out of huge famines and big wars, and but for the dazzling and magnificent discovery of gold mines in California, by which hard money sufficient to buy an empire has been called into existence and exported to Europe. If we could stop the import of the foreign articles, the gold would cease to flow out to pay for them, and money would then become more

abundant, labor would then again be in demand, shoes, clothing and other commodities would then again be in demand, and men would then cease to starve in the streets of our towns and cities. If it be not stopped the gold must continue to go abroad, and employment must become from day to day more scarce, until where there are now many thousands we shall see tens of thousands of men everywhere crying: "Give me work. Only give me work. Make your own terms; my wife and children have nothing to eat.' "

That is a description of those times by Horace Greeley, and yet the average Democratic leader says that was the golden period of American liberty. [Laughter and applause.] If that be so, my friends, I pray God to spare us another golden visitation.

And they say this new tariff law is a Chinese wall around this country, that you can neither go out nor come in. What this tariff law will do no longer rests on what the prophet says about it. What it will do no longer exists in the froth of declaration, but in the fact of demonstration. It has been in operation now a little more than a year. It has had one birthday, one anniversary, and it will have a good many more anniversaries. [Continued applause.]

The principle upon which that bill was made permitted everything to come into this country free which we could not make or did not propose to make, except luxuries, and we put the tariff upon the foreign products that compete with the American products, to the end that we might encourage American production and American labor. [Applause,] And there is not a line of that law that is not American [Applause], there is not a page of it that

is not patriotic [Applause], there is not a paragraph that is not dedicated to the American home. [Applause.] Why, they said prices were going up last fall. The campaign prevaricator had a wide range, and he played his part well. The law had been in operation but about three weeks, when the elections of last year took place. But the campaign prevaricator is out of business on that law now. [Applause.] As I said, it has been in operation 12 months. We never had so much domestic trade in any 12 months of our history. We never had as much foreign trade in any 12 months since the beginning of the Federal Government as we have had since this bill became a law. We never bought as much abroad in any 12 months in our history as we bought in the first 12 months of this law, largely because of the new free list, made under protection lines, in this law. We put everything on the free list that we could not produce ourselves. We have sold more abroad in these 12 months than in any 12 months since the administration of George Washington, and when Europe came to settle the balance of trade with us, after the first 12 months of operation with us under that law, Europe paid to the United States \$99,000,000 in gold, representing the excess of what Europe bought of us over what we bought of Europe. [Applause.]

And yet they don't like it. [Laughter.] Why, they say that we need free raw material. Why, we never had anything but raw material under a Democratic revenue tariff. [Laughter and applause.] It was the rawest of the raw. The coal and iron ore which God Almighty placed in our hills and our mountains were permitted to sleep through the years of a Dem-

ocratic revenue tariff [Applause], and were never developed and opened up till touched by the magic hand of protection.

Why, they say we cannot make tin plate. [Laughter and applause.] They said that during the campaign. They won't say it any more. [Applause.] They said we could not make steel rails, they said we could not make Russia iron, they said we could not make plate glass, they said we could not make cut glass and cutlery, they said we could not make china ware, and we never did and never could have made any of them under a Democratic revenue tariff. [Applause.] And yet to-day of all these articles we make as good as can be made anywhere in the world [Applause] and they are cheaper to the American consumer than they were when we imported them from the other side.

Now, my fellow-citizens, I have talked to you longer than I ought to. [A voice: "Go on," and Applause.] This policy of protection must be maintained and continued because it represents to us the highest possible civilization and the best and noblest destiny. They talk about things being cheaper from the other side. There is nothing cheap from abroad to this people that means idleness among ourselves [Applause], and there is nothing cheap to the people of this country that permits to rest undeveloped in our hills the great, rich raw materials which God placed there, and there is nothing cheap enough in all Europe to buy the dignity and independence and glory of American manhood. [Long continued applause.] I will tell you when we can have free trade. Whenever the nations of the world will bring their condition up to ours [Applause], whenever they will



pay to their labor the same wages that we pay to ours [Applause], when they will do that, we will meet them in the neutral markets of the world, and it will be the survival of the fittest. [Applause.] But, so long as the workingman knows the power and the majesty of the ballot, we will never bring our condition down to theirs. [Applause.] Revenue tariff levels down; a protective tariff levels up. [Applause.] A revenue tariff would cheapen products by cheapening men; a protective tariff would cheapen products by elevating men and getting from them their best skill, their best genius, their best invention. [Applause.]

They want free trade. They wanted it before the war. You will get it here in New England—of course, I mean in iron ore and coal. You will get free iron ore and free coal from the Democratic leaders, exactly as you got it under the Mills bill, that is, you won't get it at all. [Laughter and applause.] When the little coterie of New England Democrats assembled and said, "We will have in this Mills bill free iron ore and free coal," and got it in when it was yet in the Committee on Ways and Means, Tennessee, Virginia, West Virginia, Georgia and Alabama Democrats said to that Democratic committee, "Take those things out," and they took them out. [Laughter and long continued applause.] And they never got in again. [Laughter.] And it will be so when the next bill is made. I am anxious to see that bill. [Laughter.] I confess to some ambition to see it. I am curious to know whether it will be fashioned after the Mills pattern or after the horizontal pattern of Mr. Morrison. But, whatever

it is, mark my word, it will be a crazy quilt. [Laughter and applause.]

The day of criticism of tariff bills to the Democratic party is gone by. The period of destructive tariff reform is at an end. The period of constructive tariff reform is on the Democratic party in the next House, and I am curious to see their construction. Now I think a good deal of Mr. Mills, and I should say he ought to be Speaker of the next House, and I would say it here in his presence if I didn't think it would injure him. He is a frank, manly man, is Roger Q. Mills, and I pay him the tribute, but I want to say to these people of New England, from which we learned our first lessons, we boys of the West, that the civilization and the education and the traditions of Texas do not fit a man to dictate the industrial policy of 63,000,000 of people. [Long continued applause.] What you want to do in New England is to stand by that policy that has stood by you. [Applause.] If there is any spot of ground in these United States that is indebted to protection for its progress and glory and prosperity, it is these great manufacturing states of New England ["Good," and applause] and nobody knows that better than New England men. We will take care of the West. [Applause.] You cannot carry forward a great principle in a whispering gallery [laughter]; you must speak out. Believing, dare to stand. ["Good," and applause.]

Applause greeted Mr. Maxwell when he had finished reading, and when order was restored Col. Rasbach arose and said: Mr. Labah, I think, sah, it is vewy fawtunate foh us all that Mistah Maxwell has read that speech to us. President McKinley,

although, sah, I did not vote foh him, has been wight all along the line, sah, wegawding ouah tawiff laws, and I shall take him by the hand if I eveh meet him, sah, and tell him he has been wight, and that he has done ouah countwy gweat sehvice, sah. That, sah, though, is not what I awoke foh, sah. I have always been an enemy of Howace Gweeley, sah, and I want now, Mr. Labah, to say to you all that Howace Gweeley was wight, and I was wong, sah. He was always twying, sah, to get us to vote to keep ouah money at home, but ouah fathehs and ouhselves we woundn't do it, sah. We thought, sah, he didn't know, but ouah last foah yeahs expiehence and this school has shown me that Howace Gweeley did know, sah, and as I said befoah, he was wight and I have been wong, sah. I was taught not to wead his papeh, sah. If I had wead it aw h oth eh papehs like it I might have found out yeahs ago, sah, that if we sent ouah money away fwom home foh goods, sah, and let ouah own people wemain idle, sah, that we would have hawd times and dwive ouah pooh to the soup houses, sah. I have alweady told you, sah, that I shall vote no moah foh fwee twade, and I move you now, sah, Mistah Laboh, that a vote of thanks be extended to Mistah Maxwell, sah, foh showing us what the times weah in 1855, sah, and what fwee twade did foh ouah countwy then, sah.

Seconds to the motion came from all over the house, and when Labor put it it was carried with a storm that seemed to have all kinds of power in it.

*Mr. Maxwell.* I thank you all from my whole heart for this kind approval and most cordially do I thank Col. Rasbach. I feel, Mr. Labor, that I am

very fortunate. I am sure, that up to date, I am the only man alive who never made a mistake.

*Labor.* Under such circumstances, Mr. Maxwell, you will need to be very careful else you may lack charity for others who have made so many mistakes.

*Mr. Maxwell.* I presume, Mr. Labor, on account of having never made a mistake myself I do at times have too little charity for others. I cannot find it in my makeup to have any patience with a free trader any more than I can have charity for the farmers of our country, who, during the Revolutionary War, hauled and sold their grain to the British army when General Washington and our army were starving at Valley Forge.

The spirit that prompts the sentiments in the free trader is to me the same spirit that induced the American farmer to help the British army when our own army was without boots and shoes, with feet bleeding on frozen ground, and hungry, too.

We always have this kind of people with us, Mr. Labor, and they are among us today. I can have no charity for the men who, in the Illinois legislature and the Indiana legislature, during our Civil War each passed a bill that the soldier who had volunteered and offered his life for his country, should be deprived of a vote in the field, that such a man should not have a voice in who should dictate at the very front of our affairs, except he stole away from his sworn duty or secured a furlough to come home to vote. Surely our army could not come home for that purpose, and the men who passed the bill knew that. Thank Heaven, Governor Yates, of Illinois, and Governor Oliver P. Morton, of Indiana, vetoed

the bills, and they could not muster votes sufficient to pass them over the vetoes.

I will guarantee you, Mr. Labor, if any of the men who voted for those bills are living today that they are free traders, and what is more, if any are living, they will deny now that they ever voted for the bills, just as in the future men who are free traders today will deny that they ever favored any such sentiments, and when Dingley is dead, provided his bill ever passes, they will claim Dingley as their own, the same as they claim Lincoln now, when in fact the spirit that prompted Lincoln's murder is the same that supported the two bills referred to.

I am confident, Mr. Labor, that a single soul could not be found among Col. Rasbach's people who would have suggested denying their soldiers a vote in the field during the war; the South does not treat its own kind that way.

A few mornings ago, Mr. Labor, a man at his post who was working for wages, said to me in defence of free silver, that our government because wheat was plenty might as well say that we should only use so much wheat as to say we should only use so much silver.

I asked him,—then if I was chuck full of wheat, if he was in favor of a law that would force me to eat still more.

The poor deluded boy tried to dodge, but there was no place for him to go.

I am ashamed to bring so simple a proposition up, and if the case had not occurred just as I have cited, I would not have taken up a moment's time with it. I do not believe the thought was original with the man, and am of the opinion that he read it in

some silver literature, or listened to some silver orator shouting it.

Our government does buy wheat or flour, which is the same, for the army, but they only buy what they want, as has been cited here before, and there would be the same sense in forcing the government to buy more flour than it needs that there would be in forcing it to buy more silver or gold than it can use.

The poor, blind boy does not stop to see that our government lets him buy all the wheat he wants to, and so it permits him to buy all the silver he wants, and if he desires he can pay more than the market price for wheat, and so can he pay more than the market price for silver if he wants to, but if he is fool enough to do that he ought not to ask our government to be the same kind of a fool.

I wonder, Mr. Labor, where these free silver men get hold of the silly stuff they proclaim from time to time.

They ought to stay in deep water and talk about things that no one can understand. When they do that they seem to make a little headway, but as soon as they make anything plain so it can be comprehended by us little fellows, they fall down.

I want to say again, Mr. Labor, that I am very thankful that I have had steady employment and steady pay during all these hard times, and I wish to acknowledge again that it is impossible for me to appreciate the strain that must have rested upon those who have been idle and had no income. Everything has been cheap, and I have had an unreasonable advantage.

If the Dingley bill becomes a law, and virtually we know it must, I shall look for everything to cost



me more because I ought to pay more. It is my duty, and the duty of every living person, to pay a profit to some one for all he has.

Low prices have ruled for a long time, and there is no question but that most goods have sold without a profit. Such conditions could not maintain except in the end my pay would have been lowered, all of which has already been said, Mr. Labor, but I am going to say it again, for I anticipate a great danger among people who have had steady employment during all these stringent times blaming a tariff bill that makes it cost them more to live. They fail to study what the result would have been had the straitened conditions continued.

It would be a narrow soul within me that could desire that one-fourth of our people should be idle that I might have things cheap, and it would be a narrow view on my part, or that of anyone else who has employment, to think for a moment that such idle people would not eventually fight for our places at any prices they could get. Hunger would have done the job for us, and in the end our pay would have been on a level with all else. There is a natural law governing all these questions that in the end could not have been escaped.

Our lessons here, I want to remind you all, will be read when times are likely to be good for I am willing to go on record, Mr. Labor, that when the Dingley bill becomes a law our industries will revive, and *times will be good*. By 1899 we will be flying so fast and easy that what we have recently passed through will be forgotton.

In 1900, as we have said, the free trader will be showing by figures how cheap everything was in

1896, and he will ask us to forget that days works were so cheap at the same time that they would not sell at all.

If prices go up it will not hurt the man who can find a market for his labor, but things can never be cheap enough to fit the man who cannot sell his days works.

I am reminded of our adopted son, Mr. Labor. It was Saturday evening and our friend from the old dart, all by his lonesome, was strolling about the town visiting the various retailers of enthusiasm. He had reached that stage where home, fireside, the green and the shamrock came back to him in all their rich effulgence. He called for a glass of beer and handed the retailer a ten-dollar bill. The retailer said: "Is this the smallest you have?" "It is," said our friend from the choice land. "Say," he added, why do yese charge five cints for a glass of beer? I can take two for five cints in the ould country." Retailer, slightly ruffled: "Why didn't you stay there, then?" From the old dart: "Bekase, to tell you the thruth, Misther Officer, I couldn't get the five cints."

Open competition in a small way is ruinous as well as open competition in a large way. Open war with the railroads leads to the destruction of properties, the end of which is iron ties and bridges not suitable to risk life on. These facts are now seen and admitted.

What holds good with large enterprises holds good with small affairs. Ultimate success for all business in the future must come through conference and plans made regulating competition. To recommend

anything less is to argue that our country is benefitted when everybody is doing business at a loss.

If our railroads succeed under present laws, the trunk lines will have to absorb the lesser lines, and concentrate all interests into the hands of a few. And that few wise enough to recognize that living rates must be maintained and judicious enough to maintain living rates without their finding it out. If, ultimately, it is learned that to accomplish this all such interests will have to come under one head, one head it will be, and our laws will have driven there. Such mammoth investments cannot suffer, neither should they, or will they suffer. If driven to life preservers, life preservers they will use.

It is the same with all business. If our laws prevent agreements regulating competition with the view to safety to given lines, principals and owners will have to concentrate their interests. When that time comes, you will find the writer, who defends open competition, telling you more than he already has about rich and heartless corporations.

These are thoughts for the millions, and the man that will write and tell you the most about them will be the man who never did anything but write.



## RECAPITULATION.

It is not essential to designate within an inch just where a fulcrum shall be placed in order to discover with the eye that a leverage exists. Neither has it been essential in the foregoing lessons to observe that exactness of figures and statements which is demanded for books of reference in order to discover a few broad principles that should be comprehended as readily as the leverage referred to above.

That the markets of the United States are our own, and that we should manipulate and adjust them to our own best interests is as plain as that water will seek its own level.

That the markets of the world do not belong to the United States, and that we cannot govern them, is equally distinct and plain.

That any single nation's markets when placed beside the markets of the United States sink into insignificance in the comparison cannot be successfully disputed.

That the markets of the United States prior to the November election of 1892 had been in cash value nearly equal to the combined markets of all other nations was shown by the Hon. Thomas B. Reed in his great speech in Congress on the Wilson bill.

That the vast market we once had was due to the combined wages paid in all industries was fully illustrated in Groversville's prosperous days, when the wage earners and their families in each industry were

buying of and dealing with all the other industries of that city.

That disaster will follow when the wage earners of our country buy goods of foreign make, and thus cease to deal with each other, was fully illustrated in the ruin of Groversville.

That buying foreign products which we can manufacture and produce is like Farmer Williams buying corn of his neighbors to fatten his hogs when he had cribs full of corn at home, as cited by himself, and cited later by Farmer Sands, who claimed that any any man doing business on such principles could not get credit at the banks, claiming that such transactions would cause everybody to lose confidence in the man's ability, regardless of the honesty of his intentions, and who cited further that our government was simply one large family and ought not, on the same principle, to encourage our people as a whole or as individuals to buy of other countries what they already have in the greatest abundance, is a ruinous policy.

That sending our money away from home to other countries to remain in those countries, as has been cited by several wage earners, for commodities that they could manufacture or produce was, in a sense, keeping money out of their pockets, acknowledging that while there was a difference between taking it out and keeping it out the result with them was one and the same.

That when a transaction is made it is simply a sale of days works, inasmuch as from seven to nine-tenths of everything is labor. If such transaction is a purchase of foreign goods it means just so many days works sold by such foreign country to the United

States, and just that number of days works in our own country unsold.

That when wage earners are all employed there is plenty of money in circulation, but when they are not employed money goes out of circulation, as was shown in the ruin of Groversville, all due to free trade.

That buying foreign-made goods by the consumer does not only mean money going out of circulation, but it means money going out of our country to stay out.

That other countries will buy more of us because we buy of them is not true, at least that claim has been too highly decorated. They will buy what they must have of us if not to be had somewhere else cheaper, as has been said, the same as we buy tea and coffee, whether the countries producing them buy anything of us or not.

That wage earners' days works unsold are a total loss, while unsold grown products may keep for a later market.

That men become free traders on lumber in districts where the timber has all been chopped, as cited by Col. Rasbach, regardless of the great quantities in other localities of our country. Lumbermen show that timber in the South has been burned and destroyed to clear the land for farms that could have been turned into lumber only for that product having been put on the free list in the Wilson bill. It is clearly shown that the money which goes to Canada for lumber stays there, and thus our lumber making wage earners have been idle and done without money. Lumbermen ridicule the idea of saving our forests, and give good reasons for the stand they



take, as has already been shown in the lesson on lumber.

That protection to our own industries will bring foreign capital to this country to manufacture.

That the wages in our goods are double the wages in other countries' goods, except where they buy the material of us to make them. Under such circumstances, if our goods cost double to make, how can we meet other countries' prices in the markets of the world?

That labor unions properly and justly conducted are a benefit to employers of labor as well as the men belonging to the unions. Profits on all goods are cut down to per cents similar to interest on money. The unions keep wages up, and a given per cent. on high wages is more clear money to the employer than the same per cent. on low wages, as represented by Mr. Maxwell when he showed that ten per cent. on a product that cost \$1,000 was \$100 profit, while if the same goods cost \$2,000 ten per cent net brought the profit to the employer up to \$200. Do not lose sight of this, for in most business affairs it is important, so long as the chief cost of everything is wages.

That the wage earners of our country should engage a competent man to show them the true paths of economy, as set forth by Mr. Maxwell, is very important. There is no sense in trouble; it is expensive, unhealthy and debasing. Labor can be at the top if it will employ a man who can help its flag, but it does not want a man who must be helped by its flag, except as an assistant to be directed by the proper leader.

That a manufacturer voted for free silver so he

could pay the wage earner a fifty cent dollar for making his goods and then sell them in a gold market for a 100-cent dollar ought to be a great pointer to labor.

That cheap products mean low wages for making such products is too plain to admit of debate. Foreign countries could not compete with the United States in any market if the latter would scale the wages down low enough. To meet Japan, fifteen cents a day in gold would be the highest. Do our wage earners want such pay? If not, be sure you vote for protection.

That silver countries pay less wages than gold countries is seen by examining the table of wages paid by all countries, as shown in Lesson 15.

That the markets of the world take less than one-fiftieth of our manufactured goods is very significant. Wage earners and farmers should keep this fact in mind, and, as well, does it interest every American citizen. Our manufacturing interests contain the elements that can make or ruin our market. Don't forget this. Other countries cannot make our goods and we make them, too. From seven to nine-tenths of all manufactured products is wages. If we keep such products or do not manufacture them the labor is unsold, and labor not sold is the same as anything else not sold. If a product is not sold and gotten out of the way another will not be manufactured to take its place.

That wages in material get no credit, as cited by Mr. Maxwell, when total yearly products are given by statisticians, is a very serious oversight. The wages in the material are always "total" in excess of the wages from the material to the finished product

by from one-fourth to one-half. In products of ten billion yearly not less than seven billion would be wages. Failing to cite this leads people to undervalue our labor when considering the importance of tariff duties.

That Japan is going to make trouble for the United States and other first-class nations can be seen by studying Mr. Porter's report to the Manufacturers' Association. They are a keen, industrious and progressive people, and are on their way to the top with a rush.

That our world has grown better since the remembrance of the oldest man living, as has been cited, is true in every line, and it will continue to grow better just as fast as we are prepared to utilize and appreciate the better. Any attempt to pull one end down to lift the other end up will be disastrous to both ends. As has been said in these lessons, there are rich hogs and there are poor hogs, but thank Heaven there are plenty of decent people between the two to take care of both of them.

That it is living in narrow lines, as cited by Mr. Welch, when wage earners in one industry are unwilling that wage earners in all other industries shall share with them in good prices for their days works. All are equally interested in high wages. High wages cannot mean cheap products. Then why will the wage earner persist in hunting the bargain counter? The bargain counter hits the wage earner twice. In the first place, it misleads and cheats him, and in the second it is a direct blow at high wages.

That the mean man's money will buy as much for the wage earner as the good man's will, and

that all are not gifted with the ability to be proprietors and bosses, was shown by Mr. Dolan, and it was a good lesson.

That buying of foreign countries is kissing our money good-bye, and sending it out of circulation at home, as said by Mr. Haskell, is too true.

That Prof. Gillette could not show how to find in advance the exact number of days works in any contract teaches that writers on political economy are not infallible.

That as cited in one lesson, no man wants to carry the reduction in wages to the limit of working for less himself is quite indicative.

That what foreign countries have taken of our manufactured goods, where firms part with products at any price in sight to meet obligations that can be deferred no longer, as already shown, is no indicator of what we can do in the markets of the world. For the markets of the world to be of any value to our people it must be shown that they hold a profit sufficient to warrant financial health.

That, as called to our minds by Mr. Haskell in Lesson 8, what has become of our progress for the past four years, when our young manhood and womanhood are loaded with days works to exchange for wages that they cannot sell, means too much to be treated with indifference.

That taxes, stumpage, etc., on timber as between Canada and the United States should be studied, was good advice from Mr. Haskell in Lesson 8.

That Mr. Welch in Lesson 8 confessed that he did not know enough to take care of his own finances, hence thought himself not competent to advise how

to adjust and manipulate our government's finances, is worthy of profound thought.

That money was plenty when our government was going in debt during our late civil war, and money was scarce all the past four years when the Government was going in debt, as shown by Mr. Welch in Lesson 8, is a distinction without a difference, perhaps.

That when our market learns that the world is coming into it, in defiance of any resistance we can offer, manufacturers will take steps to protect themselves and not be found with heavy stocks of goods on hand, and thus throw wage earners into idleness, as shown us in Lesson 8 by Mr. Welch, are words that farmers and all our people should heed. Don't forget that Mr. Welch cited that word coming in advance ruined our market in 1893 prior to the world getting into it.

That the homes purchased by the men working for Mr. Welch's old boss did, if there was anything left that could, represent the profits of the business, not forgetting that the employer lost his own home and all he had, as pointed out in Lesson 8. They were good words—remember them.

That if one-half our market requiring protection is not protected and goes down, the other half not needing protection will go down with it. Mr. Welch in Lesson 8 tells us that the above result is inevitable, and he is right.

That if all any country has to sell is labor, we should buy our own and keep turning the money over and over here at home, *regardless of any other country*, as said by Mr. Phelps in Lesson 7, adding

that the surest way to get money out of circulation is to send it to other countries.

That protection benefits the employer only as cited by Mr. Haskell in Lesson 8 in the lumber industry, when the employers and their families represent 100,000 people, while the wage earners and their families represent 3,000,000 people, 1 to 30, is worth reading until it cannot be forgotten.

That we did not get the wings that the free traders promised us in 1892, but we did get crutches. Mr. Haskell, Lesson 8.

That the shrinkage of our own market, together with what it should have been under a normal progress, as cited by Mr. Haskell, would be a good thing to find out.

That the abuse of the word "free" is too abundant, as set forth by Mr. Welch in Lesson 8.

That money went out of circulation when Mr. Welch stopped spending twenty-one dollars each week, and will come back into circulation when Mr. Welch and the rest of the men get that money to spend again, and not until then, as said in Lesson 8, is talk that is true.

That men of experience in a given line are the men to listen to in that line, as cited by Mr. Welch in Lesson 8, has a ring that should reach every ear. Mr. Welch does not recommend that you go to the blacksmith shop to get your teeth fixed.

That Mr. Dolan had as good a living taking out ore as he had later making iron products, keeps in our minds the days works in material,—Lesson 9.

That the vast sums of money which tariff duties on iron have kept at home which in the absence of such duties would have gone to England and other



countries in the past 25 years, as called to our minds by Mr. Dolan in Lesson 9, is enough in itself to kill all the free trade argument that has ever been offered.

That cheap goods will cheapen our people and our country, as claimed by Mr. Dolan in Lesson 9, is worth thinking about.

That when any product is separated and its several parts are in portions by themselves, days works and wages in value will be found to be chief of all, and quite all. This was well illustrated with railroad locomotives, cars and coaches and iron proof buildings, by Mr. Dolan in Lesson 9.

That men are endowed with special gifts and faculties to manipulate large enterprises successfully, as shown to us in Lesson 9 by Mr. Dolan, is worthy of calm study and thought.

That the seller of days works pays a severe tax when duties are low enough to allow imports to force him to keep a part of his labor, all that he has to sell, as outlined in Lesson 9 by Mr. Dolan, is worth reading twice at least.

That our goods sell cheaper in foreign countries, as cited by Mr. Maxwell in Lesson 10, is quite a pointer.

That manufactured hair, in Lesson 10, by Mr. Maxwell, fully exposes the inwardness of the free trader.

That the Judge who prided himself upon the fact that he could not be flattered, when told by a friend that such was his reputation, spoiled the whole snap by smiling.

That a good man will keep a card up his sleeve when dealing with politics, as called to our minds in

Lesson 11 by Mr. Carson, is too true, and a thing to be regretted.

That what Mr. Carson in Lesson 11 cites on financial matters, and where the wage earners' true interests lie, cannot be successfully disputed.

That we should not overlook in Lesson 12 what Farmer Sands tells us about unsold labor and unsold farm products.

That due importance should attach to the fact that Farmer Sands' friends are already chiding him for turning Protectionist, see Lesson 12.

That the hard times embarrassed and discouraged traveling salesmen, was very sensibly referred to by Mr. Maxwell in Lesson 15.

That the late cheapness of everything has been "deformity of country," is a very appropriate term—Lesson 15 by Mr. Maxwell.

That in future elections the free traders will be out with their campaign songs showing how cheap everything was in 1896. Wage earners should tell them that everything was so cheap that days works failed to bring any price at all, as was illustrated in Groversville. See Lesson 15, Mr. Maxwell.

That the duty on calico was five cents a yard in 1877 and that we made prints in this country and sold them for six cents a yard, shows that tariff duty does not keep prices up; also that the consumer does not pay the tax—Mr. Maxwell, Lesson 15.

That the consumer does not pay the duty on goods where we in this country manufacture a like product, as shown by Mr. Maxwell in Lesson 15, when discussing steel rails, can not become too widely known.

That workmen in a shoe factory should be in

favor of using American leather and thereby provide the American workmen in leather with the means to be a customer for the shoes he makes, is essential in every particular. The foreign leather worker will buy his shoes at his own home, see Lesson 15, Mr. Maxwell.

That selling foreign made goods means eventually less pay to the salesman, as cited by Mr. Maxwell in Lesson 15, is worth reading until it will be thoroughly remembered.

That buying of foreign countries who sell us their goods, means for them to smoke perfectos, or better, while we smoke cob pipes.

That if prices remain low all wages and salaries will go to the same level, see Mr. Maxwell, Lesson 15.

That Germany's hours of work are one day each week more than England's, and her scale of wages much lower, as shown by Mr. Maxwell in Lesson 15, arouses the inquiry: Can England thrive and let Germany into her own (England's) market on this basis? We see complaint already by English writers charging their manufacturers with lack of enterprise. We prophesy that such writers will live to learn that their trouble is chargeable to their free trade laws.

Newspapers and all printing is labor. If you don't think so run it down and see. You are likely to indulge in the thought that the blank paper is raw material, but how many people bringing it to that state have been paid, clothed, fed and schooled? Don't stop at the pulp and think that is the starting point. Multitudes in front of the pulp stage have found the means to shelter and provide for themselves.

That our Merchant Marine, as called to our minds

by Mr. Hubbell in Lesson 13, is worthy of study, thought and action on the part of our Government, no one will question.

That business men labor and carry heavy mental burdens in addition to the toil, as made clear to us by Mr. Maxwell in Lesson 15, is a feature that wage earners should give more credit to than they have in the past.

That large sums have gone out of our country for wool that our farmers should have had to put in circulation here at home, should not be forgotten.

That we need more silver when the stacks of silver we have on hand is a burden to the Government, is folly. Silver is a product, and so is gold.

That the \$116,444,511 more that we paid foreign labor in 1895 under the Wilson bill than we did in 1894 under the McKinley bill, did not in itself hurt us so much as the amount that that kind of policy injured our own market at home. Groversville and the Akron editorial tell why.

That we are in wealth, as shown by statistics, the greatest nation in the world, should be remembered.

That the farmer who does not buy tea, coffee, tobacco, spirits, liquor, sugar, or foreign goods of any kind does not pay a cent of tax to the general Government, is also good to remember.

There are two men we have not tried, and do not expect to convince. One is the man who cannot comprehend, and the other is the man with soul so small that he is not willing to grant to others such a share as he covets for himself.

Wage earners and farmers should work for protection, and vote for protection to American labor, regardless of any and all political parties.

That our market is just what the wages paid in the United States make it. Lower or reduce the wages, and in the same ratio you lower or reduce our market. Idle people is the severest possible reduction. Quite all is labor.

Abraham Lincoln once said that he did not know much about the tariff, but one thing he did know,—if he bought a ton of iron of England and paid thirty dollars for it, he had the iron and England had his thirty dollars, but if he bought the iron in the United States, then he had the iron and the United States had the thirty dollars.

Lincoln always said the whole thing in a few words.



**Appendix A,**  
**TARIFFS, OLD AND NEW.**

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**Appendix B,**  
**THE DINGLEY BILL.**



## TARIFFS OLD AND NEW.

*From Daily News Almanac, 1895.*

The following table shows the rate of duty on each article under the old (McKinley) law, and also under the new law. The ad valorem averages, showing the differences between the two rates are based on the imports of 1893, and show what the ad valorem duties would have been that year, but with change in the values of imports, or in the quantity imported, these figures would be considerably varied. (Abbreviation: n. s. p. f., not specially provided for.)

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old.	New.
Schedule A—Chemicals, Oils and Paints.				
Acids—Acetic or Pyroligneous—Specific gravity not exceeding 1.047.....	1½c lb.	20%.....	Per cent. 13.19	Per cent. 20
Specific gravity exceeding 1.047.....	4c lb.	3c lb.	22.36	57.06
Boracic.....	5c lb.	4c lb.	95.12	21.80
Chromic.....	6c lb.	25%.....	32.69	25
Citric.....	10c lb.	60c lb.	28.73	145.03
Tannic or tannin.....	75c lb.	20%.....	181.28	20
Tartaric.....	1c lb.		32.91	
Alcoholic perfumery, including cologne water and other toilet waters.....	\$2 gal.+50%.....	\$2 gal.+50%.....	61.77	61.77
Compounds, alcoholic, n. s. p. f.....	\$2 gal.+25%.....	do.....	163.43	188.43
Alumina, alum, alum cake, patent alum, sulphate of alumina, and aluminous cake, and alum in crystals or ground.....	6-10c lb.	4-10c lb.	.....	24.79
Ammonia, carbonate of.....	1½c lb.	30%.....	37.18	30
Muriate of.....	¾c lb.	20%.....	26.56	20
Sulphate of.....	¼c lb.	10%.....	15.20	10
Blackening of all kinds.....	25%.....	20%.....	25	20
Bone char, suitable for use in decolorizing sugar.....	25%.....	20%.....	26.56	20
Borax, refined.....	5c lb.	do.....	20	20
Chalk—Prepared, precipitated, French and red.....	1c lb.	2c lb.	42.31	16.92
Chalk preparations, all other, n. s. p. f.....	20%.....	20%.....	32.02	20
Chloral hydrate.....	50c lb.	do.....	20	20
Chloroform.....	25c lb.	25%.....	.....	25
		25c lb.	19.64	19.64

Coal tar colors or dyes, n. s. p. f.	35%	25%	35	25
Cobalt, oxide of.	30c lb.	25c lb.	19.23	16.02
Collodion—And all compounds of pyroxyline.	50c lb.	40c lb.	43.91	49.13
In finished or partly finished articles.	60c lb.+25%	45c lb.	43.44	45
Rolled or in sheets, but not made up into articles.	60c lb.	50c lb.	87.08	72.57
Coloring—For brandy, wine, beer, or other liquors.	50%	50%	50	50
Barks, beans, berries, balsams, buds, bulbs and bulbous roots and excrescences, such as nut galls, fruits, flowers, dried fibers, grains, gums and gum rosins, herbs, leaves, lichens, mosses, nuts, roots and stems, spices, vegetables, seeds, (aromatic, not garden) and seeds of morbid growth, woods used expressly for dyeing, and dried insects, any of the foregoing which are not edible but which have been advanced in value or condition by refining or by grinding or by other process of manufacture.	10%	10%	10	10
Ether—Sulphuric.	40c lb.	40c lb.	400	400
Of all kinds, n. s. p. f.	\$1 lb.	\$1 lb.	35.89	35.89
Fruit ethers, oils or essences.	\$2.50 lb.	\$2 lb.	238.28	190.62
Logwood and other dyewoods, extracts and decoctions of.	¾c lb.	10%	11.43	10
Sumac—Extract of.	¾c lb.	10%	23.24	10
Bark for dyeing or tanning, extracts of—Other than hemlock, n. s. p. f.	do.	do.	8.28	10
Fish Glue or Isinglass—Value at not above 7c lb.	1½c lb.	25%	25.12	25
Value at above 7c and not above 30c lb.	25%	do.	25	25
Value at above 30c lb.	30%	do.	30	25
Gelatine—Value at not above 7c lb.	1½c lb.	do.	.....	25
Valued at above 7c and not above 30c lb.	25%	do.	25	25
Valued at above 30c.	30%	do.	30	25
Glue—Value at not above 7c lb.	1½c lb.	do.	26.16	25
Valued at above 7c and not above 30c lb.	25%	do.	25	25
Valued at above 30c.	30%	do.	30	25
Glycerine—Crude, not purified.	1¾c lb.	1c lb.	32.62	19.64
Refined.	4½c lb.	3c lb.	52.54	35.03
Ink of all kinds and ink powders.	30%	25%	30	25
Iodoform.	\$1.50 lb.	\$1 lb.	40.45	26.97
Licorice—Extracts of, in paste, rolls, or other form.	5½c lb.	5c lb.	46.32	42.10
Magnesia—Calcined.	8c lb.	7c lb.	40.71	35.62
Carbonate of medicinal.	4c lb.	3c lb.	53.12	39.84

ARTICLES.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Sulphate of.....	3-10c lb.....	1-5c lb.....	38.34	25.51
Morphia, or morphine, and all salts thereof.....	50c oz.....	50c oz.....	47.09	47.09
Oils—Alizarine Assistant, Soluble Oil, or Oleate of Soda, or Turkey Red Oil—Containing 50% or more of castor oil. All other.....	80c gal.....	30%.....	30	30
Castor.....	30%.....	30%.....		
Cod-liver.....	80c gal.....	35c gal.....	100.35	43.87
Flaxseed, or linseed, raw, boiled, or oxidized.....	15c gal.....	20%.....	28.65	20
Poppyseed oil, raw, boiled, or oxidized.....	32c gal.....	20c gal.....	{ 95.14	59.46
Fusel oil, or amylc alcohol.....	do.....	do.....	{ 54.37	33.98
Hempseed and rapeseed.....	10%.....	10%.....	10	10
Olive, fit for salad purposes.....	10c gal.....	10c gal.....	24.12	24.12
Peppermint.....	35c gal.....	35%.....	26.92	26.92
Seal.....	80c lb.....	25%.....	47.07	25
Fish, n. s. p. f.....	8c gal.....	do.....	23.45	25
Whale, n. s. p. f.....	do.....	do.....	32.12	25
Opium—Aqueous, extract of, for medicinal uses, and tincture of, as laudanum, and all other liquid preparations of, n. s. p. f.....	40%.....	20%.....	40	20
Crude or manufactured, and not adulterated, containing 9 per cent and over of morphia.....	Free.....	Free.....	Free	Free
Prepared for smoking, and opium containing less than 9 per cent of morphia.....	\$12 lb.....	\$6 lb.....	169.65	84.82
Paints and Colors—Baryta sulphate of, or barytes, including barytes earth, manufactured.....	\$6.72 ton.....	\$3 ton.....	50.25	26.45
Blues, such as Berlin, Prussian, Chinese, and all others containing ferrocyanide of iron, dry, or ground in or mixed with oil.....	6c lb.....	6c lb.....	20.03	20.03
Blanc-fixe, or satin white or artificial sulphate of barytes..	¾c lb.....	25%.....	47.54	25
Black, made from bone, ivory or vegetable, including bone-black and lampblack, dry or ground in oil or water....	25%.....	20%.....	25	20
Chrome yellow, chrome green, and all other chromium colors, in which lead and bichromate of potash or soda				

are component parts, dry or ground in or mixed with oil.....	4½c lb.....	3c lb.....	30.84	20.56
Ocher and ochery earths, ground in oil.....	1½c lb.....	1½c lb.....	19.64	16.37
Sienna and sienna earths, ground in oil.....	do.....	do.....	21.14	17.62
Umber and umber earths, ground in oil.....	do.....	do.....	25.80	21.50
Ultramarine.....	4½c lb.....	do.....	46.15	30.77
Spirit varnishes.....	\$1.32 gal.+35%.....	\$1.32 gal.+25%.....	69.56	59.56
All other, including gold size or Japan.....	35%.....	25%.....	35	25
Vermilion red, and colors containing quicksilver, dry or ground in oil or water.....	12c lb.....	20%.....	26.77	20
Vermilion red, not containing quicksilver, but made of lead, etc.....	25%.....	6c lb.....	25	.....
Wash blue, containing ultramarine.....	3c lb.....	3c lb.....	20.33	20.33
Whiting and paris white, dry.....	½c lb.....	½c lb.....	112.48	71.24
Whiting and paris white, ground in oil (putty).....	1c lb.....	1c lb.....	189.50	94.75
Zinc, oxide of, and white paint containing zinc, but not containing lead, dry.....	1½c lb.....	1c lb.....	31.44	25.15
Zinc, oxide of, and white paint containing zinc, ground in oil.....	1½c lb.....	do.....	40.47	23.15
All other paints and colors, dry or mixed, or ground in water or oil, including lakes, n. s. p. f., and artists' colors of all kinds, in tubes or otherwise.....	25%.....	25%.....	25	25
All other paints and colors, mixed or ground with water, or solutions other than oil, and commercially known as artists' water-color paints.....	30%.....	do.....	30	25
Crayons.....	25%.....	do.....	25	25
Smalts and frostings.....	do.....	do.....	25	25
Brown, Spanish, Indian red, and colcothar or oxide of iron.....	do.....	do.....	25	25
Brown, Vandyke, Cassel earth, or Cassel brown.....	do.....	do.....	25	25
Paris green.....	25%.....	12½%.....	25	12.50
Lead, Acetate of—Brown.....	3½c lb.....	1½c lb.....	78.04	39.02
White.....	5½c lb.....	2½c lb.....	94.91	47.45
Litharge.....	3c lb.....	1½c lb.....	18.23	9.11
Lead, nitrate of.....	do.....	do.....	78.80	39.40
Orange, mineral.....	3½c lb.....	1½c lb.....	91.17	45.59
Red.....	3c lb.....	1½c lb.....	59.21	29.60
White, dry or in pulp, and ground or mixed in oil, and white paint containing lead.....	do.....	do.....	59.21	29.60

# APPENDIX A.

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Phosphorus.....	20c lb.....	15c lb.....	40.79	30.59
Potash—Chromate and bichromate of.....	3c lb.....	25%.....	36.72	25
Hydriodate, iodide, and iodate of.....	50c lb.....	25c lb.....	19.68	9.84
Nitrate of or saltpeter, refined.....	1c lb.....	½c lb.....	21.32	10.66
Prussiate red.....	10c lb.....	25%.....	29.04	25
Prussiate yellow.....	5c lb.....	do.....	25.40	23
Preparations, medicinal, including medicinal proprietary preparations of which alcohol is a component part, or in the preparation of which alcohol is used.....	50c lb.....	50c lb.....	15.51	15.51
Preparations of which alcohol is not a component part.....	25%.....	25%.....	25	25
Calomel and other mercurial preparations.....	35%.....	do.....	35	25
Preparations or products known as alkalies, and alkaloïds, and all combinations of the same, and all chemical compounds and salts by whatever name known.....	25%.....	do.....	25	25
All other essential oils, and combinations of.....	do.....	do.....	25	25
All other fixed and expressed oils, and combinations of.....	do.....	do.....	25	25
All other rendered oils, and combinations of.....	do.....	do.....	25	25
Bicarbonate of potash.....	do.....	do.....	25	25
Preparations used as applications to the hair, mouth, teeth or skin, such as cosmetics, dentifrices, pastes, pomades, powders and tonics, including all known as toilet preparations, n. s. p. f.....	50%.....	40%.....	50	40
Santonine and all salts thereof containing 80% or over of santonine.....				
Soap—Castile.....	\$2.50 lb.....	\$1 lb.....	163.35	65.34
Fancy, perfumed and all descriptions of toilet.....	1½c lb.....	20%.....	19.48	20
All other n. s. p. f.....	15c lb.....	35%.....	36.66	35
Soda, bicarbonate of, or supercarbonate of, or saleratus.....	20%.....	10%.....	20	10
Hydrate of or caustic.....	1c lb.....	½c lb.....	60.47	30.24
Bichromate and chromate of.....	do.....	do.....	42.75	21.37
Soda ash.....	3c lb.....	25%.....	45.59	25
Sal, or soda crystals.....	¼c lb.....	¼c lb.....	20	20
Silicate of, or other alkaline silicate.....	do.....	½c lb.....	29.06	14.53
	½c lb.....	¾c lb.....	43.50	32.62

Sponges.....	20%.....	10%.....	20.....	10.....
Strychnia, or strychnine, and all salts thereof.....	40c ounce.....	30c ounce.....	93.79.....	70.34.....
Sulphur, sublimed, or flowers of.....	\$10 ton.....	20%.....	28.66.....	20.....
Refined.....	\$8 ton.....	20%.....	34.23.....	20.....
Sumac, ground.....	4-10c lb.....	10%.....	19.81.....	10.....
Tartar—Cream of, and patent.....	6c lb.....	20%.....	21.45.....	20.....
Tartars and lees crystals, partly refined.....	4c lb.....	do.....	31.07.....	20.....
Tartrate of soda and potassa, or Rochelle salts.....	3c lb.....	2c lb.....	16.49.....	11.....
Total Schedule A—Chemicals, oils and paints.....	.....	.....	31.61.....	24.44.....
SCHEDULE B—EARTHS, EARTHENWARE AND GLASSWARE.				
Earthen, Stone and China Ware—Brick and tiles, fire brick, not glazed, enameled, ornamented, or decorated in any manner.....	\$1.25 ton.....	25%.....	25.15.....	25.....
Fire brick, glazed, enameled, ornamented or decorated.....	45%.....	30%.....	45.....	30.....
Brick, other than fire, not glazed, ornamented, painted, enameled, vitrified, or decorated.....	25%.....	25%.....	25.....	25.....
Brick, other than fire, ornamented, glazed, painted, enameled, vitrified, or decorated.....	45%.....	30%.....	45.....	30.....
Magnetic fire brick (not enameled; no data).....	25%.....	\$1 ton.....	25.....	.....
Tiles, not glazed, ornamented, painted, enameled, vitrified, or decorated.....	do.....	25%.....	25.....	25.....
Tiles, ornamented, glazed, painted, enameled, vitrified or decorated, and all encaustic.....	45%.....	40%.....	45.....	40.....
Cement—Roman, Portland and other hydraulic, in barrels, sacks, or other packages.....	8c cwt.....	8c cwt.....	24.09.....	24.09.....
Other.....	20%.....	10%.....	20.....	10.....
Lime.....	6c cwt.....	5c cwt.....	30.41.....	25.34.....
Plaster of Paris—Calcined.....	\$1.75 ton.....	\$1.25 ton.....	25.11.....	17.97.....
Ground.....	\$1 ton.....	\$1 ton.....	6.07.....	6.07.....
Clays or earths—Unwrought.....	\$1.50 ton.....	\$1 ton.....	19.72.....	13.15.....
China clay, or kaolin.....	\$3 ton.....	\$2 ton.....	39.56.....	26.38.....
Wrought or manufactured, n. s. p. f.....	do.....	\$2 ton.....	22.35.....	14.90.....
Brown earthenware, common stoneware, and crucibles not ornamented or decorated in any manner.....	25%.....	20%.....	25.....	20.....
China, porcelain, parian, bisque, earthen, stone, and crockery ware, including plaques, ornaments, toys, charms, vases and statuettes—Painted, tinted, stained, enameled, printed, gilded, or otherwise decorated or ornamented in any manner.....	60%.....	35%.....	60.....	35.....



ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old	New.
Clocks, china chief value.....	do.....	25%.....	60	25
Plain white, and not ornamented or decorated in any manner.....	55%.....	30%.....	}	30
Lava tips.....	\$3 each.....	35%.....		35
Gas retorts.....		20%.....	20.22	20
Bottles and Vials, Flint and Lime—Empty—Holding more than 1 pt.....	1c lb.....	$\frac{3}{4}$ c lb.....	61.27	45.95
Holding not more than 1 pt. and not less than $\frac{1}{4}$ pt.....	1 $\frac{1}{2}$ c lb.....	1 $\frac{1}{2}$ c lb.....	81.30	60.97
Holding less than $\frac{1}{4}$ pt.....	50c gross.....	40c gross.....	50.34	40.27
Other on which specific duty would be less than 40%.....	40%.....	40%.....	40	40
Filled—Holding more than 1 pt.....	1c lb.....	$\frac{3}{4}$ c lb.....	87.79	65.84
Holding not more than 1 pt.....	1 $\frac{1}{2}$ c lb.....	1 $\frac{1}{2}$ c lb.....	116.05	87.04
Holding less than $\frac{1}{4}$ pt.....	50c gross.....	40c gross.....	119.80	95.84
Other on which specific duty would be less than 40%.....	40%.....	40%.....	40	40
Bottles and Vials, Green and colored, Molded or Pressed—Empty—Holding more than 1 pt.....	1c lb.....	$\frac{3}{4}$ c lb.....	70.17	52.63
Holding not more than 1 pt. and not less than $\frac{1}{4}$ pt.....	1 $\frac{1}{2}$ c lb.....	1 $\frac{1}{2}$ c lb.....	85.67	64.25
Holding less than $\frac{1}{4}$ pt.....	50c gross.....	40c gross.....	64.47	51.58
Other on which specific duty would be less than 40%.....	40%.....	40%.....	40	40
Filled—Holding more than 1 pt.....	1c lb.....	$\frac{3}{4}$ c lb.....	71.48	53.61
Holding not more than 1 pt. and not less than $\frac{1}{4}$ pt.....	1 $\frac{1}{2}$ c lb.....	1 $\frac{1}{2}$ c lb.....	114.42	85.81
Holding less than $\frac{1}{4}$ pt.....	50c gross.....	40c gross.....	148.08	118.46
Other on which specific duty would be less than 40%.....	40%.....	40%.....	40	40
Demijohns and carboys (Covered or Uncovered)—Empty—Holding more than 1 pt.....	1c lb.....	$\frac{3}{4}$ c lb.....	37.91	28.43
Other on which specific duty would be less than 40%.....	40%.....	40%.....	40	40
Filled—Other on which specific duty would be less than 40%.....	do.....	do.....	40	40
Flint and Lime, Pressed Glassware, not cut, engraved, painted, etched, decorated, colored, printed, stained, silvered, or gilded.....	60%.....	do.....	60	40
Articles of Glass—Cut, engraved, painted, colored, printed, stained, decorated, silvered, or gilded, not including				

plate glass silvered or looking glass plates.....	do.....	do.....	60	40
Chemical Glassware for use in laboratory, and not otherwise s. p. f.....	45%.....	do.....	45	40
Thin-blown Glass—Blown with or without a mold, including glass chimneys.....	60%.....	do.....	60	40
All other manufs. of glass, or of which glass shall be the component material of chief value, n. s. p. f.....	do.....	35.....	60	35
Glass buttons.....	do.....	40.....	60	40
Heavy-blown Glass—Blown with or without a mold, not cut or decorated, finished or unfinished.....	do.....	do.....	60	40
Porcelain or Opal Glass.....	do.....	do.....	60	40
Cylinder, Crown, and Common Window Glass, Unpolished—Not exceeding 10x15 in. sq.....	1½c lb.....	1c lb.....	47.47	34.48
Above 10x15 in., and not exceeding 16x24 in.....	1½c lb.....	1½c lb.....	106.19	70.79
Above 16x24 in., and not exceeding 24x30 in.....	2½c lb.....	1½c lb.....	120.66	88.90
Above 24x30 in., and not exceeding 24x36 in.....	3½c lb.....	2c lb.....	124.97	86.93
All above 24x36 in.....	4c sq. ft.....	2½c lb.....	116.79	79.41
Cylinder, Crown Glass, Polished, Unsilvered—Not exceeding 16x24 in. sq.....	6c sq. ft.....	2½c sq. ft.....	20.27	12.50
Above 16x24 in., and not exceeding 24x30 in.....	20c sq. ft.....	4c sq. ft.....	27.58	18.39
Above 24x30 in., and not exceeding 24x60 in.....	20c sq. ft.....	15c sq. ft.....	63.84	47.88
Plate Glass, Fluted, Rolled, or Rough (excess of 1 lb per sq. ft., dutiable at same rates)—Not exceeding 10x15 in. sq.....	¾c sq. ft.....	¾c sq. ft.....	23.08	23.08
Above 10x15 in., and not exceeding 16x24 in.....	1c sq. ft.....	do.....	56.58	42.43
Above 16x24 in., and not exceeding 24x30 in.....	1½c sq. ft.....	1c sq. ft.....	64.19	42.90
All above 24x30 in.....	2c sq. ft.....	1½c sq. ft.....	48.74	36.51
Plate Glass, fluted rolled or rough, ground, smoothed, or otherwise obscured (excess of 1 lb. per sq. ft. dutiable at same rates)—Not exceeding 16x24 in. sq.....	5c sq. ft.....	5c sq. ft.....	20.76	20.76
Above 16x24 in., and not exceeding 24x30 in.....	8c sq. ft.....	8c sq. ft.....	34.97	34.97
Above 24x30 in., and not exceeding 24x60 in.....	22c sq. ft.....	20c sq. ft.....	48.03	38.43
All above 24x60 in.....	50c sq. ft.....	35c sq. ft.....	91.32	63.91
Plate Glass, cast, polished, finished, or unfinished, and unsilvered—Not exceeding 16x24 in. sq.....	5c sq. ft.....	5c sq. ft.....	22.22	22.22
Above 16x24 in., and not exceeding 24x30 in.....	8c sq. ft.....	8c sq. ft.....	33.22	33.32
Above 24x30 in., and not exceeding 24x60 in.....	25c sq. ft.....	22½c sq. ft.....	97.49	87.47
All above 24x60 in.....	50c sq. ft.....	35c sq. ft.....	174.45	122.11
Plate Glass, Cast, Polished, Silvered—Not exceeding 16x24 in. sq.....	6c sq. ft.....	6c sq. ft.....	20.39	20.39

ARTICLE.	Rate of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Above 16x24 in., and not exceeding 24x30 in.....	10c sq. ft.....	10c sq. ft.....	26.06	26.06
Above 24x30 in., and not exceeding 24x60 in.....	35c sq. ft.....	23c sq. ft.....	51.97	34.14
All above 24x60 in.....	60c sq. ft.....	38c sq. ft.....	49.39	31.28
Cylinder and Crown Glass, polished, silvered and looking-glass plates—Not exceeding 16x24 in. sq.....	6c sq. ft.....	6c sq. ft.....	19.34	19.34
Above 16x24 in., and not exceeding 24x30 in.....	10c sq. ft.....	10c sq. ft.....	28.68	28.68
Above 24x30 in., and not exceeding 24x60 in.....	35c sq. ft.....	23c sq. ft.....	49.77	32.70
All above 24x60 in.....	60c sq. ft.....	38c sq. ft.....	43.88	27.79
Cylinder, Crown and Common Window Glass, unpolished, when ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, stained, colored, or otherwise ornamented or decorated—Not exceeding 10x15 in. sq.....	1½c lb+10%.....	1c lb+10%.....	19.84	17.15
Above 10x15 in., and not exceeding 16x24 in.....	1½c lb+10%.....	1¼c lb+10%.....	53.60	39.07
Above 16x24 in., and not exceeding 24x30 in.....	2½c lb+10%.....	1½c lb+10%.....	100.42	76.28
Above 24x30 in., and not exceeding 24x36 in.....	2½c lb+10%.....	2c lb+10%.....	73.33	54.06
All above 24x36 in.....	3½c lb+10%.....	2½c lb+10%.....	87.27	62.54
Cylinder and Crown Glass, polished, unsilvered, when ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, stained, colored or otherwise ornamented or decorated—Not exceeding 16x24 in sq.....	4c sq. ft.+10%.....	2½c sq. ft.+10%..	24.99	29.36
Above 16x24 in., and not exceeding 24x30 in.....	6c sq. ft.+10%.....	4c sq. ft.+10%.....	31.79	24.60
Above 24x30 in. and not exceeding 24x60 in.....	20c sq. ft.+10%.....	15c sq. ft.+10%.....	61.45	48.58
Cylinder and Crown Glass, polished, silvered, when ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, stained, colored, or otherwise ornamented or decorated—Not exceeding 16x24 in. sq.....	6c sq. ft.+10%.....	6c sq. ft.+10%.....	23.37	23.67
Above 16x24 in., and not exceeding 24x30 in.....	10c sq. ft.+10%.....	10c sq. ft.+10%.....	16	16
Above 24x30 in. and not exceeding 24x60 in.....	35c sq. ft.+10%.....	23c sq. ft.+10%.....	36.90	27.14
All above 24x60 in.....	60c sq. ft.+10%.....	38c sq. ft.+10%.....	40	29
Plate Glass, cast, polished, silvered, when ground, obscured, frosted, sanded, enameled beveled, etched, embossed,				

engraved, stained, colored, or otherwise ornamented or decorated—Not exceeding 16x24 in. sq. ....	6c sq. ft.+10%....	6c sq. ft.+10%....	14.80	14.80
Above 16x24 in., and not exceeding 24x30 in. ....	10c sq. ft.+10%....	10c sq. ft.+10%....	29.54	29.54
Above 24x30 in., and not exceeding 24x60 in. ....	35c sq. ft.+10%....	35c sq. ft.+10%....	20.55	16.93
All above 24x60 in. ....	60c sq. ft.+10%....	60c sq. ft.+10%....	39.48	28.67
Plate Glass, cast, polished, unsilvered, when ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, stained, colored, or otherwise ornamented or decorated—Not exceeding 16x24 in. sq. ....	5c sq. ft.+10%....	5c sq. ft.+10%....	24.52	24.52
Above 16x24 in. and not exceeding 24x30 in. ....	8c sq. ft.+10%....	8c sq. ft.+10%....	30.98	30.98
Above 24x30 in. and not exceeding 24x60 in. ....	25c sq. ft.+10%....	25c sq. ft.+10%....	65.32	60.89
All above 24x60 in. ....	50c sq. ft.+10%....	50c sq. ft.+10%....	51.95	41.88
Spectacles and eyeglasses, or spectacles and eyeglass frames. Lenses costing \$1.50 per gross pairs, or less. ....	60%.....	60%.....	60	40
Spectacle and eyeglass lenses, with their edges ground or beveled to fit frames. ....	do.....	do.....	60	35
Stained or painted window glass and stained or painted glass windows, and hand, pocket or table mirrors, not exceeding in size 144 sq. in., with or without frames or cases. ....	45%.....	45%.....	45	35
Lenses of glass or pebble, wholly or partly manufactured and n. s. p. f., and fusible enamel. ....	do.....	do.....	45	35
Marble and Stone, and Manufactures of Marble—In block, rough or squared, of all kinds. ....	65 cu. ft. ....	50c cu. ft. ....	39.20	30.15
Veined marble, sawed, dressed, or otherwise, including marble slabs and marble paving tiles. ....	\$1.10 cu. ft. ....	85c cu. ft. ....	60.90	47.06
All manufactures of n. s. p. f. ....	30%.....	45%.....	50	45
Clocks, marble chief value. ....	do.....	25%.....	50	25
Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble, n. s. p. f.—Undressed. ....	11c cu. ft. ....	7c cu. ft. ....	34.41	21.89
Hewn, dressed, or polished. ....	40%.....	30%.....	40	30
Grindstones, finished or unfinished. ....	\$1.75 ton. ....	10%.....	13.74	10
Slates, slate chimney pieces, mantels, slabs for tables, and all other manufactures of slate. ....	30%.....	20%.....	30	20
Slates, roofing. ....	25%.....	do.....	25	20
Total Schedule B—Earthenware and glassware. ....	75c ton. ....	40c ton. ....	51.20	35.21
SCHEDULE C—METALS AND MANUFS. OF.				
Iron Ores—All other ore. ....			42.70	22.77

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Perct
Iron in pigs, kettledge, spiegeleisen, ferromanganese, and ferrosilicon—Ferrosilicon.....	\$6.72 ton.....	\$4 ton.....	26.66	15.87
Spiegeleisen and ferromanganese.....	do. ....	do. ....	25.54	22.5
All other.....	do. ....	do. ....	40.94	10
Scrap iron and steel, waste or refuse, fit only to be remanufactured—Iron, wrought and cast.....	do. ....	do. ....	40.94	22.5
Steel.....	do. ....	do. ....	47.83	28.47
Rolled or Hammered. Comprising—Flats not less than 1 inch wide nor less than $\frac{3}{8}$ of 1 inch thick.....	do. ....	do. ....	43	25.59
Round iron not less than $\frac{3}{4}$ of 1 inch in diameter, and square iron not less than $\frac{3}{4}$ of 1 inch square.....	8-10c lb.....	6-10c lb.....	36.30	27.22
Flats less than 1 inch wide or less than $\frac{3}{8}$ of 1 inch thick, round iron less than $\frac{3}{4}$ of 1 inch thick and not less than 7-16 of 1 inch in diameter, and square iron less than $\frac{3}{4}$ of 1 inch square.....	9-10c lb.....	do. ....	24.57	16.38
Bars or shapes of rolled iron n. s. p. f. and round iron, in coils or rods, less than 7-16 of 1 inch in diameter.....	1c lb.....	do. ....	52.63	31.58
Bars, blooms, billets, or sizes or shapes of any kind, in the manufacture of which charcoal is used as fuel.....	1 1-10c lb.....	8-10c lb.....	61.77	44.93
All other, and slabs, blooms or loops.....	\$22 ton.....	\$12 ton.....	56.82	30.99
Beams, girders, joists, angles, channels, car-truck channels, T columns and posts, or parts or sections of columns and posts, deck and bulb beams, and building forms, together with all other structural shapes, of iron or steel.....	35% .....	$\frac{1}{2}$ c lb.....	35	8.29
Boiler or other plate iron or steel (except saw plates) not thinner than No. 10 wire gauge, sheared or unsheared, and skelp iron or steel, sheared or rolled in grooves—	9-10c lb.....	6-10c lb.....	74.64	49.76
Valued above 1c and not above 1.4c lb.....	65-100c lb.....	do. ....	49.47	45.66
Valued above 1.4c and not above 2c lb.....	8-10c lb.....	30% .....	54.35	30
Valued above 2c and not above 3c lb.....	1 1-10c lb.....	30% .....	44.45	30
Valued above 3c and not above 4c lb.....	$1\frac{1}{2}$ c lb.....	do. ....	40.58	30
Valued above 4c and not above 7c lb.....	2c lb.....	25% .....	37.77	25

Valued above 7c and not above 10; lb.....	2 8-10c lb.....	do. ....	31.02	25
Valued above 10c and not above 13c lb.....	3½c lb.....	do. ....	32.03	25
Valued above 13c lb.....	45% .....	do. ....	45	25
Forgings of iron or steel, or forged iron and steel combined, n. s. p. f.....	2 3-10c lb.....	1½c lb.....	44.95	29.30
Hoop, band or scroll, or other iron or steel, valued at 3c lb. or less, 8 inches or less in width and less than ¾ of 1 inch thick—Not thinner than No. 10 wire gauge.....	1c lb.....	30% .....	45.70	30
Thinner than No. 10 and not thinner than No. 20 wire gauge.....	1 1-10c lb.....	do. ....	41.41	30
Thinner than No. 20 wire gauge.....	1 3-10c lb.....	do. ....	49.52	30
Bars or Rails for Railways—Flat rails, punched—Iron or steel.....	\$13.44 ton.....	7-20c lb.....	44.38	25.88
T-rails and Other Railway Bars—Iron.....	do. ....	do. ....	50.09	29.22
Steel, or in part of steel.....	do. ....	do. ....	58.24	33.99
Sheets of iron or steel, common or black, including iron or steel known as common or black taggers' iron or steel and skelp iron or steel, valued at 8c lb. or 13ss—Thinner than No. 10 and not thinner than No. 20 wire gauge.....	1c lb.....	7-10c lb.....	48.90	34.23
Thinner than No. 20 and not thinner than No. 25 wire gauge.....	1 1-10c lb.....	8-10c lb.....	39.46	28.69
Thinner than No. 25 wire gauge.....	1 4-10c lb.....	1 1-10c lb.....	70.24	55.19
Corrugated or crimped.....	do. ....	do. ....	25.24	19.83
Sheets or plates of iron or steel (excepting what are com- cially known as tin plates,terne plates, taggers' tin), galvanized or coated with zinc or spelter, or other mer- als, or any alloy of these metals—Thinner than No. 10 and not thinner than No. 20 wire gauge.....	1½c lb.....	95-100c lb.....	40.48	21.97
Thinner than No. 20 and not thinner than No. 25 wire gauge.....	1 85-100c lb.....	1 5-100c lb.....	72.70	41.26
Thinner than No. 25 wire gauge.....	2 15-100c lb.....	1 35-100c lb.....	49	30.76
Sheets and plates pickled or cleaned by acid, or by any other material or process, and cold rolled, smoothed, not poi- ished—Thinner than No. 10 and not thinner than No. 20 wire gauge.....	1½c lb.....	825-1000c lb.....	34.73	22.92
Thinner than No. 20 and not thinner than No. 25 wire gauge.....	1 85-100c lb.....	925-1000c lb.....	44.46	30.45
Sheet iron or sheet steel, polished, planished, or glanced.....	1 65-100c lb.....	1 225-1000c lb.....	72.79	54.04
Tin Plates—Sheets or plates of iron or steel, or taggers' iron or steel coated with tin or lead, or with a mixture of which these metals are a component part, by the dipping or any other process, and commercially known as tin plates,terne plates and taggers' tin—Lighter than 63 lbs. per 100 square feet.....	2½c lb.....	1¾c lb.....	45.93	32.15
	2 2-10c lb.....	1 1-5c lb.....	78.44	42.32



ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
All other.....	do.....	do.....	73.20	39.86
Tin, Manufactures of—All manufactures of, n. s. p. f. ....	55%.....	35%.....	55	35
Foil.....	do.....	do.....	55	35
Steel Ingots, cogged ingots, blooms and slabs, by whatever process made; die blocks or blanks; billets and bars and tapered or beveled bars; steamer, crank and other shafts; shafting; wrist or crank pins; connecting rods and piston rods; pressed, sheared or stamped shapes; hammer molds or swaged steel; gun-barrel molds, not in bars; alloys used as substitutes for steel tools; all descriptions and shapes of dry sand, loam, or iron-molded steel castings, and steel in all forms and shapes and n. s. p. f.—				
Valued at 1c lb. or less.....	4-10c lb.....	3-10c lb.....	50.48	37.86
Valued at 1c and not above 1.4c lb.....	5-10c lb.....	4-10c lb.....	39.06	31.25
Valued above 1.4c and not above 1.8c lb.....	8-10c lb.....	6-10c lb.....	52.76	39.75
Valued above 1.8c and not above 2.2c lb.....	9-10c lb.....	7-10c lb.....	44.68	34.76
Valued above 2.2c and not above 3c lb.....	1 2-10c lb.....	9-10c lb.....	43.11	32.23
Valued above 3c and not above 4c lb.....	1 6-10c lb.....	1 2-10c lb.....	41.54	31.16
Valued above 4c and not above 7c lb.....	2c lb.....	1 6-10c lb.....	35.64	23.16
Valued above 7c and not above 10c lb.....	2 8-10c lb.....	1 9-10c lb.....	30.36	20.60
Valued above 10c and not above 13c lb.....	3½c lb.....	2 4-10c lb.....	30.07	20.62
Valued above 13c and not above 16c lb.....	4 2-10c lb.....	2 8-10c lb.....	29.38	19.58
Valued above 16c lb.....	7c lb.....	4 7-10c lb.....	30.75	20.65
Sheets and plates and saw plates of steel, n. s. p. f.—Valued above 1c and not above 1.4c lb.....	5-10c lb.....	4-10c lb.....	42.91	34.33
Valued above 1.4c and not above 1.8c lb.....	8-10c lb.....	6-10c lb.....	48.11	36.08
Valued above 1.8c and not above 2.2c lb.....	9-10c lb.....	7-10c lb.....	41.45	32.24
Valued above 2.2c and not above 3c lb.....	1 2-10c lb.....	3-10c lb.....	43.33	32.50
Valued above 3c and not above 4c lb.....	1 6-10c lb.....	1 2-10c lb.....	49.48	37.11
Valued above 4c and not above 7c lb.....	2c lb.....	1 3-10c lb.....	31.71	20.61
Valued above 7c and not above 10c lb.....	2 8-10c lb.....	1 9-10c lb.....	33.26	22.57
Valued above 10c and not above 13c lb.....	3½c lb.....	2 4-10c lb.....	31	21.30
Valued above 13c and not above 16c lb.....	4 2-10c lb.....	2 8-10c lb.....	29.81	19.86
Valued above 16c lb.....	7c lb.....	4 7-10c lb.....	24.78	16.62

Wire Rods—Rivet, screw, fence and other iron or steel wire rods, whether round, oval, flat, square, or in any other shape, in coils or otherwise, not smaller than No. 6 wire gauge, valued at $3\frac{1}{2}$ c or less lb.....	6-10c lb.....	4-10c lb.....	34	22.67
Flat iron or steel with longitudinal ribs, for the manufacture of fencing, valued at 3c or less lb.....	do. ....	4-10c lb.....	34.04	22.70
Wire of Iron or Steel—Flat steel wire or sheet steel in strips of any width, whether drawn through dies or rolls, untempered or tempered, 25-1000 of an inch thick or thinner.....	50% .....	$1\frac{1}{2}$ c lb .....	50	32.54
Not smaller than No. 10 wire gauge.....	$1\frac{1}{2}$ c lb.....	40% .....	32.54	32.54
Smaller than No. 10 and not smaller than No. 16 wire gauge.....	$1\frac{3}{4}$ c lb.....	$1\frac{1}{2}$ c lb.....	48.77	41.80
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	$2\frac{1}{4}$ c lb.....	2c lb.....	45.95	30.63
Coated with zinc or tin or any other metal (except fence wire and iron or steel, flat, with longitudinal ribs, for the manufacture of fencing)—Not smaller than No. 10 wire gauge.....	3c lb.....	do. ....	26.08	17.39
Smaller than No. 10 and not smaller than No. 16 wire gauge.....	$1\frac{3}{4}$ c lb.....	$1\frac{1}{2}$ c lb.....	47.88	34.28
Smaller than No. 26 wire gauge.....	$2\frac{1}{4}$ c lb.....	$1\frac{1}{2}$ c lb.....	98.25	65.50
Wire of iron or steel, covered with cotton, silk or other material and wires or strip steel commonly known as crinoline, corset and hat wire.....	$3\frac{1}{2}$ c lb.....	40% .....	15.75	40
Wire of iron or steel valued at more than 4 cents per lb. (on which the specific duty does not amount to 45 per cent.) Do. galvanized.....	5c lb.....	do. ....	16.66	40
Wire, card, for the manufacture of card clothing.....	45% .....	do. ....	45	40
Wire Rope and Wire Strand—Made of Iron Wire—Smaller than No. 10 and not smaller than No. 16 wire gauge.....	$45\% + \frac{1}{2}$ c lb.....	do. ....	54	40
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	35% .....	do. ....	35	40
Smaller than No. 26 wire gauge.....	$2\frac{3}{4}$ c lb.....	$2\frac{1}{2}$ c lb.....	73.94	60.49
Do.....	$3\frac{1}{4}$ c lb.....	$2\frac{1}{2}$ c lb.....	57.56	44.27
Galvanized—Smaller than No. 10 and not smaller than No. 16 wire gauge.....	4c lb.....	3c lb.....	26.50	19.87
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	$45\% + 1$ c lb.....	do. ....	61.74	52.26
Do.....	$3\frac{1}{4}$ c lb.....	$2\frac{1}{2}$ c lb.....	88.85	68.36
Galvanized—Smaller than No. 10 and not smaller than No. 16 wire gauge.....	$3\frac{1}{2}$ c lb.....	1c lb+40% .....	53.60	55
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	$3\frac{1}{4}$ c lb.....	do. ....	86.72	59.27
Do.....	$45\% + 1\frac{1}{2}$ c lb.....	do. ....	63.86	52.57
Made of Steel Wire—Not smaller than No. 10 wire gauge.....	$3\frac{1}{4}$ c lb.....	do. ....	66.93	60.61
Smaller than No. 10 and not smaller than No. 16 wire gauge.....	$3\frac{1}{2}$ c lb.....	do. ....	57.02	55.20
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	$4\frac{1}{4}$ c lb.....	do. ....	47.66	51.21

ARTICLE.	Rates of Duty Under.		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Smaller than No. 26 wire gauge.....	5c lb.....	do.....	13.67	42.73
Galvanized—Not smaller than No. 10 wire gauge.....	3½c lb.....	do.....	80.65	61.51
Smaller than No. 10 and not smaller than No. 16 wire gauge.....	4½c lb.....	do.....	109.25	65.71
Smaller than No. 16 and not smaller than No. 26 wire gauge.....	4¾c lb.....	do.....	77.40	56.29
Beet, cane, and other, except maple (if export bounty is in excess of that paid on sugar of a lower grade).....	6-10c lb.....	40% and ½c + 1-10c lb = 40% + 2¼ mills lb.	16.12	46.07
Maple.....	5-10c lb.....	40% + ½c lb.....	6.20	41.52
Sugar candy and confectionery, including chocolate confectionery, made wholly or in part of sugar—Valued at 12c or less per lb., and refined sugar, when tintured, colored, or in any way adulterated.....	5c lb.....	35%.....	119.90	35
Other, n. s. p. f.....	50%.....	do.....	50	35
Glucose, or grape sugar.....	¾c lb.....	15%.....	23.71	15
Saccharine (not enumerated).....	.....	.....	25	25
*Total Schedule E—Sugar.....	.....	.....	14.55	39.59
SCHEDULE F—TOBACCO AND MANUFS OF.				
Tobacco and Manufs. of—Leaf tobacco, suitable for cigar wrappers—Not stemmed.....	\$2 lb.....	\$1.50 lb.....	238.68	179.01
Stemmed.....	\$2.75 lb.....	\$2.25 lb.....	89.93	73.10
Leaf, other, unmanufactured and not stemmed.....	35c lb.....	35c lb.....	81.93	81.93
Leaf, other, stemmed.....	50c lb.....	50c lb.....	95.44	95.44
All other.....	40c lb.....	40c lb.....	198.59	198.59
Snuff and snuff flour, manufactured of tobacco, ground dry, or damp, and pickled, scented or otherwise.....	50c lb.....	50c lb.....	141.78	141.78
Cigars and cheroots of all kinds.....	\$4.50 lb. + 25%.....	\$4 lb + 25%.....	125.36	114.22
Cigarettes and paper cigars, including wrappers.....	do.....	do.....	155.44	140.95
*Total Schedule F—Tobacco.....	.....	.....	117.82	105.95
SCHEDULE G—AGRICULTURAL PRODUCTS AND PROVISIONS.				
Animals, n. e. s.—Horses—Valued at less than \$150 each.....	\$30 head.....	20%.....	31.55	20

\*NOTE.—Hawaiian molasses and sugar, now free of duty, are excluded from the estimate. There was imported of the same during the fiscal year 1893 from Hawaii 67,324 gallons of molasses and 288,517,929 lbs. of sugar.

Valued at \$150 and over.....	30%	do.....	30	20
Mules.....	\$30 head.....	do.....	93.26	20
Cattle—One year old or less.....	\$2 head.....	do.....	43.53	20
More than one year old.....	\$10 head.....	do.....	63.22	20
Hogs.....	\$1.50 head.....	do.....	12.03	20
Sheep—Less than one year old.....	75c head.....	do.....	22.01	20
One year old or more.....	\$1.25 head.....	do.....	25.35	20
All other.....	20%.....	do.....	20	20
Breadstuffs—Barley.....	30c bu.....	30%.....	64.68	30
Barley malt.....	45c bu.....	40%.....	36.30	40
Barley, pearled, patent, or hulled.....	2c lb.....	30%.....	15.95	30
Buckwheat.....	15c bu.....	20%.....	37	20
Corn or maize.....	do.....	do.....	22.20	20
Cornmeal.....	20c bu.....	do.....	24.58	20
Macaroni, vermicelli, and similar preparations.....	2c lb.....	20%.....	39.26	20
Oats.....	15c bu.....	do.....	35.99	20
Oatmeal.....	1c lb.....	15%.....	17.82	15
Rice—Cleaned.....	2c lb.....	1½c lb.....	111.85	83.89
Uncleaned.....	1¼c lb.....	8-10c lb.....	64.19	41.08
Paddy.....	¾c lb.....	¾c lb.....	51.04	51.04
Rice flour, rice meal, and broken rice which will pass through a wire sieve known as No. 12.....	¼c lb.....	¼c lb.....	14.08	14.08
Rye.....	10c bu.....	20%.....	4.94	20
Rye flour.....	½c lb.....	do.....	.....	20
Wheat.....	25c bu.....	do.....	20.42	20
Wheat flour.....	25%.....	do.....	25	20
Dairy Products—Butter and substitutes therefor.....	6c lb.....	4c lb.....	32.88	21.92
Cheese.....	do.....	do.....	42.96	23.64
Milk, preserved or condensed, including weight of package.....	3c lb.....	2c lb.....	33.92	22.62
Milk, sugar of.....	8c lb.....	5c lb.....	65.37	40.85
Vegetables—Beans.....	40c bu.....	20%.....	40.63	20
Prepared or Preserved—Beans, peas, and mushrooms, in tins, jars, bottles or otherwise.....	40%.....	30%.....	40	30
Eggs.....	5c doz.....	3c doz.....	41.29	24.78
Hay.....	\$4 ton.....	\$2 ton.....	43.31	21.65
Honey.....	20c gal.....	10c gal.....	44.83	22.42
Hops.....	15c lb.....	8c lb.....	36.21	19.28
Onions.....	40c bu.....	20c bu.....	51.48	25.74
Peas—Dried.....	20c bu.....	do.....	18.10	18.10
Split.....	50c bu.....	50c bu.....	15.84	15.84

ARTICLES.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old.	New.
Other, in carton, papers, or small packages				
Potatoes	1c lb.	1c lb.	51.96	31.18
Seeds, n. e. s.—Castor beans or seeds	25c bu.	15c bu.	49.38	24.69
Linseed or flaxseed	50c bu.	25c bu.	28.31	15.54
Poppy and other oil seeds	30c bu.	20c bu.	9.41	6.28
Garden seeds	do.	do.	20	10
Pickles and sauces	20%	10%	30	15
All other, n. s. p. f.	45%	30%	45	30
Vegetables, other in their natural state.	do.	do.	45	30
Straw	25%	10%	25	10
Teazles	30%	15%	30	15
Fish—Anchovies and sardines, packed in oil or otherwise—	do.	do.	30	15
In tin boxes—Whole boxes, measuring more than				
5x4 x 3½ in. boxes	10c box.	10c box.	30.12	30.12
Half boxes, measuring not more than 5x4x1½ in. boxes	5c box.	5c box.	22.43	22.43
Quarter boxes, measuring not more than 4¾x3½x1¼ in. boxes	2½c box.	2½c box.	31.03	31.03
In any other form	40%	40%	40	40
Cod, haddock, hake, etc., pickled, in barrels	1c lb.	¾c lb.	25.89	19.42
Mackerel, pickled or salted	do.	do.	17.32	13.15
Salmon, pickled or salted	do.	do.	14.25	10.69
Other fish—Pickled or salted, in barrels	do.	do.	26.42	19.82
Cod, Haddock, Hake and Pollock—Dried, smoked, salted or				
pickled, otherwise than in barrels	¾c lb.	do.	19.12	19.12
Herring, dried or smoked	do.	do.	37.94	37.94
Other fish, dried or smoked	do.	do.	17.90	17.90
Pickled or salted, not in barrels or half barrels	do.	do.	17.17	17.17
Herring, pickled or salted	½c lb.	½c lb.	14.16	14.16
In cans or packages made of tin or other material, except				
anchovies and sardines and fish packed in any other				
manner, n. s. p. f.—Herring.	30%	20%	30	20
Mackerel	do.	do.	30	20
Salmon	do.	do.	30	20

Other.....	do.....	do.....	30	20
Cans or packages, made of tin or other material, containing shell fish admitted free of duty, not exceeding 1 qt. in contents.....	8c doz.....	20%.....	19.62	20
Grapes.....	60c brl.....	1½c lb.....	44.24	33.18
Plums and prunes.....	2c lb.....	do.....	45.77	27.47
Figs.....	2½c lb.....	8c cu. ft.....	15.86	12.20
Oranges—In packages of capacity of 1¼ cubic feet or less... In packages of capacity exceeding 1¼ cubic feet and not exceeding 2½ cubic feet.....	13c pkg.....	do.....	19.18	15.34
In packages of capacity exceeding 2½ cubic feet and not exceeding 5 cubic feet.....	25c pkg.....	do.....	24.41	19.53
In packages of capacity exceeding 5 cubic feet.....	50c pkg.....	do.....	18.25	14.60
In packages of capacity exceeding 5 cubic feet.....	10c cu. ft.....	do.....	31.15	31.15
In bulk.....	\$1.50 M.....	\$1.50 M.....	12.56	9.66
Lemons—In packages of capacity of 1¼ cubic feet or less... In packages of capacity exceeding 1¼ cubic feet and not exceeding 2½ cubic feet.....	13c pkg.....	8c cu. ft.....	13.16	10.53
In packages of capacity exceeding 2½ cubic feet and not exceeding 5 cubic feet.....	25c pkg.....	do.....	18.71	14.97
In packages of capacity exceeding 5 cubic feet.....	50c pkg.....	do.....	19.09	15.27
In bulk.....	10c cu. ft.....	do.....	11.63	11.63
Limes—In packages of capacity of 1¼ cubic feet or less... In packages of capacity exceeding 1¼ cubic feet and not exceeding 2½ cubic feet.....	\$1.50 M.....	\$1.50 M.....	41.05	31.57
In packages of capacity exceeding 2½ cubic feet and not exceeding 5 cubic feet.....	13c pkg.....	8c cu. ft.....	19	15.25
In packages of capacity exceeding 5 cubic feet.....	25c pkg.....	do.....	25.17	20.14
In packages of capacity exceeding 5 cubic feet.....	50c pkg.....	do.....	21	17.75
In bulk.....	10c cu. ft.....	do.....	26.59	26.59
Limes—In packages of capacity exceeding 5 cubic feet... In bulk.....	\$1.50 M.....	\$1.50 M.....	30	30
Barrels or boxes containing oranges, lemons, or limes, exclusive of contents.....	30%.....	30%.....	52.42	31.44
Raisins.....	2½c lb.....	1½c lb.....	35	30
Preserved—(Comfits, sweetmeats and fruits preserved in sugar, sirup, molasses, or spirits, n. s. p. f., and jellies of all kinds.....	35%.....	30%.....	35	30
Ginger, preserved or pickled.....	do.....	do.....	30	20
Cocoanut, desiccated.....	do.....	do.....	29.92	30
Fruits preserved in their own juices.....	30%.....	30%.....	51.84	30.80
Orange and lemon peel, preserved or candied.....	2c lb.....	30%.....		
Nuts—Almonds—Not shelled.....	5c lb.....	3c lb.....		



ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Shelled.....	7½c lb.	5c lb.	42.42	28.28
Filberts and Walnuts—Not shelled.....	3c lb.	2c lb.	52.99	35.32
Shelled.....	6c lb.	4c lb.	49.04	32.68
Peanuts or Ground Beans—Not shelled.....	1c lb.	20%	72.86	20
Shelled.....	1½c lb.	do.	16.82	20
All other shelled or unshelled, n. s. p. f.....	do.	do.	39.22	20
Cocoanuts.....	Free.	do.	Free.	20
Apples—(green or ripe).....	25c bu.	do.	33.93	20
Dried, desiccated, or evaporated.....	2c bu.	do.	42.41	20
Currents, Zante.....	Free.	1½c lb.	Free.	41.97
Dates.....	do.	20%	Free.	20
Pineapples.....	do.	do.	Free.	20
Olives, green or prepared.....	do.	do.	Free.	20
Nuts—Cream or Brazil.....	do.	do.	Free.	20
Orchids, lily of the valley, azaleas, palms and other plants used for forcing under glass for cut flowers or decorative purposes.....	do.	do.	Free.	20
Bacon and hams.....	do.	10%	Free.	10
Fresh { Beef.....	5c lb.	20%	26.03	20
{ Mutton.....	2c lb.	do.	28.05	20
Meats dressed or undressed, but not otherwise prepared.....	do.	do.	17.13	20
Meats of all kinds, prepared or preserved.....	do.	do.	24.33	20
Extract of Meat—Fluid extract.....	25%	20%	10	20
All other, n. s. p. f.....	15c lb.	20%	25	20
Lard.....	35c lb.	15%	{ 18.01	15
Poultry, live.....	do.	do.	{ 17.95	
Poultry, dressed.....	2c lb.	1c lb.	23.72	11.86
Chickory root, burnt or roasted, ground or granulated, or in rolls, or otherwise prepared.....	3c lb.	2c lb.	32.51	21.67
Chocolate, other than confectionery and sweetened chocolate.....	5c lb.	3c lb.	53.93	32.34
Cocoa, prepared or manufactured, n. s. p. f.....	2c lb.	2c lb.	54.40	54.40
Cocoa, butter or butterine.....	do.	do.	9.21	9.21
	do.	do.	5.80	5.80
	3½c lb.	3½c lb.	13.75	13.75

Dandelion root and acorns, prepared and other articles used as coffee or as substitutes for coffee, n. s. p. f.....	1½c lb.....	1½c lb.....	40.15
Starch and all preparations for use as starch.....	2c lb.....	84.38	63.28
Dextrin, burnt starch, gum substitute or British gum.....	1½c lb.....	43.51	43.51
Mustard, ground or preserved, in bottle or otherwise.....	25%.....	38.09	25
Spices n. e. s.—Cayenne pepper, unground.....	2½c lb.....	35.10	35.10
Sage.....	1c lb.....	171.10	57.03
All other, ground or powdered, n. s. p. f.....	3c lb.....	57.94	43.46
Vinegar.....	4c lb.....	27.40	27.40
Total Schedule G—Agricultural products, etc.....	7½c gal.....	33.21	23.10
SCHEDULE H—SPIRITS, WINES, ETC.			
Spirits distilled—Brandy.....	\$2.50 pf. gal.....	91.67	65.98
Other, n. s. p. f., manufactured or distilled—From grain.....	do.....	293.26	211.14
From other materials.....	do.....	366.91	264.06
Compounds or preparations of which distilled spirits are a component part of chief value, n. s. p. f.....	do.....	97.63	70.27
Cordials, liquors, arracks, absinthe, kirschwasser, ratafia and other spirituous beverages, or bitters containing spirits and n. s. p. f.....	do.....	115.05	82.83
Bay rum or bay water, whether distilled or compounded.....	do.....	227.13	151.42
Wines, containing not more than 24 per cent of alcohol—	\$1.50 pf. gal.....		
Champagne and all other sparkling, in bottles—Containing ½ pint each or less.....	\$2 doz.....	53.82	53.82
Containing more than ½ pint each and not more than 1 pint.....	\$4 doz.....	52.62	52.62
Containing more than 1 pint each and not more than 1 quart.....	\$8 doz.....	55.22	55.22
Quantity in excess of 1 quart per bottle.....	\$2.50 gal.....		
Still Wines—In casks.....	50c gal.....	69.39	69.39
In bottles or jugs—Containing each not more than 1 pint.....	80c doz.....	26.25	26.25
Containing each more than 1 pint and not more than 1 quart.....	\$1.60 doz.....	28.96	28.96
Quantity in excess of 1 quart or 1 pint per bottle.....	5c pint.....		
Vermuth, including Ginger Wine and Ginger Cordial—In asks.....	50c gal.....	50.49	50.49
In bottles or jugs—containing each not more than 1 pint.....	80c doz.....	30	30
Containing each more than 1 pint and not more than 1 quart.....	\$1.60 doz.....	53.38	53.38
Bottles or jugs containing wines, cordials, brandy, or other spirituous liquors.....	3c each.....	60	40

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Perct
Malt Liquors, viz , Ale, Beer, and Porter—In bottles or jugs..	40c gal.....	30c gal.....	41.56	31.17
Not in bottles or jugs.....	20c gal.....	15c gal.....	60.53	45.40
Malt Extract—Fluid—in bottles or jugs.....	40c gal.....	30c gal.....	43.35	32.51
In casks.....	20c gal.....	15c gal.....	38.87	29.15
Solid or condensed.....	40%.....	30%.....	40	30
Beverages n. e. s.—Cherry juice and other fruit juice n. s. p. f.—	60c gal.....	50c gal.....	156.41	130.34
Containing not more than 18 per cent of alcohol.....	\$2.50 pf gal.....	\$1.80 pf. gal.....	150.86	108.54
Containing more than 18 per cent alcohol.....	60c gal.....	50c gal.....	69.16	57.97
Prune Juice or Prune Wine—Containing not more than 18	\$2.50 gal.....	\$1.80 pf. gal.....	.....	.....
per cent of alcohol.....	13c doz.....	20%.....	17.25	20
Containing more than 18 per cent of alcohol.....	26c doz.....	do.....	36.20	20
Ginger Ale and Ginger Beer—In plain, green, or colored,	50c gal.....	do.....	.....	20
molded, or pressed glass bottles—Containing each not	.....	.....	.....	.....
more than $\frac{3}{4}$ of a pint.....	.....	.....	.....	.....
Containing more than $\frac{3}{4}$ of a pint.....	.....	.....	.....	.....
1½ pints.....	.....	.....	.....	.....
Otherwise than in such bottles, or in such bottles contain-	.....	.....	.....	.....
ing more than 1½ pints.....	.....	.....	.....	.....
Mineral Waters, and all imitations of natural mineral	.....	.....	.....	.....
waters, and all artificial mineral waters, n. s. p. f.—In	.....	.....	.....	.....
plain, green, or colored glass bottles—Containing not	.....	.....	.....	.....
more than 1 pint.....	.....	.....	.....	.....
Containing more than 1 pint and not more than 1 quart...	.....	.....	.....	.....
Otherwise than in such bottles, or in bottles containing	.....	.....	.....	.....
more than 1 quart.....	.....	.....	.....	.....
Total Schedule H—Spirits, Wines, etc.....	.....	.....	.....	.....
SCHEDULE I—COTTON MANUFACTURES.				
Cotton, Manufs. of — Thread, yarn, warp, or warp yarn,	.....	.....	.....	.....
whether single, or advanced beyond the condition of	.....	.....	.....	.....
single by grouping or twisting two or more single yarns,	.....	.....	.....	.....
together, whether on beams or in bundles, skeins, or	.....	.....	.....	.....
cops, or in any other form—Valued at not exceeding	.....	.....	.....	.....
25c lb.....	10c lb.....	8c lb.....	45.03	36.02

Valued at over 25c and not exceeding 40c lb.....	18c lb.....	15c lb.....	51.12	42.60
Valued at over 40c and not exceeding 50c lb.....	23c lb.....	45%.....	50.17	45
Smaller than No. 23 wire gauge.....	5½c lb.....	1c lb+40%.....	80.84	54.70
Not smaller than No. 5 wire gauge, cold-rolled, cold-ham- mered or polished in addition to the ordinary process of hot-rolling or hammering.....	45%+2c lb.....	40%.....	96.15	40
Wire cloths and wire nettings, made in meshes of any form, from iron or steel wire—Not smaller than No. 10 wire gauge.....	3½c lb.....	1c lb+40%.....	79.30	64.40
Galvanized—Smaller than No. 10 and not smaller than No. 16 wire gauge.....	4¼+½c lb.....	do.....	24.84	44.97
Steel ingots, cogged ingots, blooms and slabs, by whatever process made; die blocks or blanks; billets and bars and tapered or beveled bars; steamer, crank, and other shafts; shafting; wrist or crank pins; connecting rods and piston rods; pressed, sheared or stamped shapes; hammer molds or swaged steel; gun-barrel molds, not in bars; alloys used as substitutes for steel tools; all descriptions and shapes of dry sand, loam, or iron- molded steel castings, and steel in all forms and shapes n. s. p. f., cold-rolled, cold-hammered or polished in any way, in addition to the ordinary process of hot rolling or hammering—Valued above 7c and not above 10c lb.. Valued above 13c and not above 16c lb.....	2 8-10c+¼c lb..... 4 2-1c lb..... 7c lb.....	1 9-10c lb..... 2 8-10c lb..... 4 7-10c lb.....	36.63 29.41 25.85	22.75 18.51 16.76
Boiler or other plate iron or steel (except saw plates), not thinner than No. 10 wire gauge, sheared or unsheared, and skelp iron or steel, sheared or rolled in grooves, cold-rolled, cold hammered or polished in addition to the ordinary process of hot rolling or hammering— Valued above 2c and not above 3c lb.....	1 1-10c+¼c lb..... 1 5-10c+¼c lb.....	35%..... do.....	55.81 48	35 35
Valued above 3c and not above 4c lb.....				
Sheets of iron or steel, common or black, including iron or steel known as common or black taggers' iron or steel, and skelp iron or steel, valued at 8c lb, or less, cold- rolled, cold-hammered or polished in any way, in addi- tion to the ordinary process of hot rolling or hammer- ing—Thinner than No. 10 and not thinner than No. 20 wire gauge.....	1 ¼c lb.....	.825c lb.....	41.70	27.52

ARTICLE.	Rate of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Thinner than No. 20 and not thinner than No. 25 wire guage .....	1 35-100c lb.....	.925c lb.....	55.61	38.10
Thinner than No. 25 wire guage .....	1 65-100c lb.....	1.225c lb.....	79.47	58.99
Sheets and plates and saw plates of steel, n. s. p. f., cold-rolled, cold-hammered, or polished in any way in addition to the ordinary process of hot rolling or hammering—Valued above 16c lb.....	7c+ $\frac{1}{4}$ c lb.....	4 7-10c lb.....	31.19	20.22
Sheets and plates and saw plates of steel, n. s. p. f., cold-rolled, cold-hammered, blued, brightened, tempered, or polished by any process to such perfected surface finish or polish better than the grade of cold rolled smooth only, hereinbefore provided—Valued above 4c and not above 7c lb.....	2c+ $\frac{1}{4}$ c lb.....	1 3-10c lb.....	50.11	20.04
Valued above 7c and not above 10c lb.....	2 8-10c+ $\frac{1}{4}$ c lb...	1 9-10c lb.....	51.48	24.14
Valued above 10c and not above 13c lb.....	3 $\frac{1}{2}$ + $\frac{1}{4}$ c lb.....	2 4-10c lb.....	42.34	21.39
Valued above 13c and not above 16c lb.....	4 2-10c+ $\frac{1}{4}$ c lb...	2 8-10c lb.....	35.05	18
Valued above 16c lb.....	7c+ $\frac{1}{4}$ c lb.....	4 7-10c lb.....	15.33	8.74
Steel Circular-Saw Plates—Valued above 4c and not above 7c lb.....	3c lb.....	1 3-10c lb.....	50.81	22.01
Valued above 7c and not above 10c lb.....	3 8-10c lb.....	1 9-10c ld.....	39.48	19.74
Valued above 10c and not above 13c lb.....	4 $\frac{1}{2}$ c lb.....	2 4-10c lb.....	35.99	19.20
Anchors or parts thereof, mill irons and mill cranks, of wrought iron, and wrought iron for ships, and forgings of iron or steel, for vessels, steam engines, and locomotives, or parts thereof, weighing each 25 lbs, or more....	1 8-10c lb.....	1 2-10c lb.....	32.95	21.89
Axles or parts thereof, axle bars, axle blanks, or forgings for axles, of iron or steel, without reference to the stage or state of manufacture.....	2c lb.....	1 $\frac{1}{2}$ c lb.....	27.35	20.51
Anvils .....	2 $\frac{1}{2}$ c lb.....	1 $\frac{3}{4}$ c lb.....	39.04	27.33
Hammers and sledges (blacksmiths'), track tools, wedges and crowbars, of iron or steel .....	2 $\frac{1}{4}$ c lb.....	1 $\frac{1}{2}$ c lb.....	36.50	24.33
Tubes, pipes, flues, or stays, boiler or other, of wrought iron or steel .....	2 $\frac{1}{2}$ c lb.....	25% .....	10.18	25

Bolts, with or without threads or nuts, or bolt blanks, and finished hinges or hinge blanks of iron or steel.....	2 1/4 c lb.....	1 1/4 c lb.....	31.88	21.26
Nuts and washers of wrought iron or steel.....	do.....	25%.....	26.35	25
Card Clothing—Manufactured from tempered steel wire.....	50c sq. ft.....	40c sq. ft.....	58.10	46.48
Other.....	25c sq. ft.....	20c sq. ft.....	25.92	20.74
Castings—Cast-iron pipe of every description.....	9-10c lb.....	6-10c lb.....	19.81	13.21
Cast-iron vessels, plates, stove plates, and irons, sad irons, tailors' irons and hatters' irons and castings of iron n. s. p. f.....	1 2-10c lb.....	8-10c lb.....	26.97	17.98
Malleable-iron castings n. s. p. f.....	1 1/2 c lb.....	9-10c lb.....	31.83	16.37
Hollow ware, coated, glazed or tinned.....	3c lb.....	2c lb.....	35.33	23.55
Chain or Chains of All Kinds, Made of Iron or Steel—Not less than 3/4 of 1 inch in diameter.....	1 6-10c lb.....	30%.....	77.93	30
Less than 3/4 of 1 inch and not less than 3/8 of 1 inch in diameter.....	1 8-10c lb.....	do.....	47.28	30
Less than 3/8 of 1 inch in diameter.....	2 1/2 c lb.....	do.....	51.84	30
Other.....	45c lb.....	do.....	45	30
Cutlery—Penknives or pocket knives of all kinds or parts thereof, and erasers or parts thereof, wholly or partly manufactured—Valued at not more than 50c doz.....	12c doz.+50 %.....	{ 25%.....	79.72	{ 25
Valued at more than 50c doz. and not exceeding \$1.50 doz.....	50c doz.+50 %.....	{ 12c doz.+25%.....		{ 54.72
Valued at more than \$1.50 doz. and not exceeding \$3 doz.....	\$1 doz.+50%.....	{ 25c doz.+25%.....	96.17	61.94
Valued at more than \$3 doz.....	\$2 doz.+50%.....	{ 40c doz.+25%.....	94.47	58.36
Razors and Razor Blades, finished or unfinished—Valued at less than \$4 doz.....		50%.....	86.95	50
Valued at \$4 or more doz.....	\$1 doz.+30%.....	45%.....	67.07	45
Swords, sword blades and side arms.....	\$1.75 doz.+30%.....	do.....	62.74	45
Table knives, forks, steels and all butchers', hunting, kitchen bread, butter, vegetable, fruit, cheese, plumbers', painters', palette and artists' knives, of all sizes, finished or unfinished—Valued at not more than \$1 doz. pieces.....	10c doz.+30%.....	do.....	47.64	35
Valued at more than \$1 and not more than \$2 doz. pieces.....	35c doz.+30%.....	do.....	52.99	35
Valued at more than \$2 and not more than \$3 doz. pieces.....	do.....	do.....	46.05	35
Valued at more than \$3 and not more than \$8 doz. pieces.....	\$1 doz.+30%.....	45%.....	51.89	45
Valued at more than \$8 doz. pieces.....	\$2 doz.+30%.....	do.....	48.73	45
All carving and cooks' knives and forks of all sizes, finished or unfinished—Valued at not more than \$1 doz. pieces.....	\$1 doz.+30%.....	35%.....	74.46	35
Valued at more than \$4 and not more than \$8 doz. pieces.....	\$2 doz.+30%.....	45%.....	60.97	45
Valued at more than \$8 and not more than \$12 doz. pieces.....	\$3 doz.+30%.....	do.....	59.83	45



ARTICLE.	Rates of Duty Under		Average Ad. Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Valued at more than \$12 doz. pieces.....	\$5 doz.+30%.....	do.....	58.52	45
Files, file-blanks, rasps and floats of all cuts and kinds—4 inches in length and under.....	35c doz.....	35c doz.....	67.08	67.08
Over 4 inches in length and under 9 inches.....	75c doz.....	60c doz.....	65.48	52.39
9 inches in length and under 14 inches.....	\$1.30 doz.....	\$1 doz.....	50.97	39.20
14 inches in length and over.....	\$2 doz.....	do.....	49.76	24.88
Firearms—Muskets and sporting rifles.....	25%.....	25%.....	25	25
Pistols, Revolving—Valued at not more than \$1.50 each.....	40c each+35%.....	30%.....	64.03	30
Valued at more than \$1.50 each.....	\$1 each+35%.....	do.....	68.43	30
Shotguns, Double-Barreled, Sporting, Breech-Loading—Valued at not more than \$6 each.....	\$1.50 each+35%.....	do.....	67.99	30
Valued at more than \$6 and not more than \$12 each.....	\$4 each+35%.....	do.....	80.30	30
Valued at more than \$12 each.....	\$6 each+35%.....	do.....	46.49	30
Shotguns, single-barreled, breech-loading.....	\$1 each+35%.....	do.....	41.10	30
Sheets and plates, wares or articles, of iron and steel—Enameled or glazed with vitreous glasses.....	45%.....	35%.....	45	35
Enameled or glazed with vitreous glasses with more than one color or ornamented.....	50%.....	35%.....	50	35
Nails, Spikes and Tacks—Nails and spikes, cut, of iron or steel.....	1c lb.....	22½%.....	23.58	22.5
Nails, horseshoe, hob and all other wrought iron or steel nails n. s. p. f.....	4c lb.....	30%.....	36.48	30
Nails, Wire, made of wrought iron or steel—shorter than 1 inch and lighter than No. 16 wire gauge.....	do.....	25%.....	46.43	25
From 1 inch to 2 inches in length, and lighter than No. 12, and not lighter than No. 16 wire gauge.....	2½c lb.....	do.....	36.50	25
Two inches long and longer, not lighter than No. 12 wire gauge.....	2c lb.....	do.....	30.91	25
Spikes of wrought iron or steel.....	1 8-10c lb.....	do.....	107.15	25
Horse, mule, or ox shoes of wrought iron or steel.....	do.....	do.....	19.66	25
Tacks, Brads, or Sprigs, cut—Not exceeding 16 oz. to the M.....	2½c M.....	do.....	.....	25
Needles—For knitting or sewing machines, crochet and tape needles, and bodkins of metal.....	35%.....	do.....	35	25
Knitting and all others n. s. p. f.....	25%.....	do.....	25	25

Engraved plates of steel.....	do	do.....	do.....	25	25
Stereotype plates and electrotype plates and plates of other materials engraved or lithographed for printing.....	do.....	do.....	do.....	25	25
Railway fish plates or splice bars, or iron or steel.....	1c lb.....	do.....	do.....	72.18	25
Rivets of iron or steel.....	2½c lb.....	do.....	do.....	20.78	25
Saws—Circular saws.....	30%.....	do.....	do.....	30	25
Crosscut saws.....	8c linear ft.....	do.....	6c linear ft.....	16.98	12.74
Hand, back, and other saws n. s. p. f.....	40%.....	do.....	25%.....	40	25
Mill, Pit, and Drag Saws—not over 9 inches wide.....	10c linear ft.....	do.....	10c linear ft.....	16.67	16.67
Over 9 inches wide.....	15c linear ft.....	do.....	8c linear ft.....	16.67	15
Screws, commonly called Wood Screws—½ inch and less in length.....	14c lb.....	do.....	10c lb.....	1.33	1
Over ½ inch and not more than 1 inch in length.....	10c lb.....	do.....	7c lb.....	83.33	58.33
Over 1 inch and not more than 2 inches in length.....	7c lb.....	do.....	5c lb.....	46.67	38.33
More than 2 inches in length.....	5c lb.....	do.....	3c lb.....	110.95	66.57
Umbrella and parasol ribs, made of iron or steel.....	45%.....	do.....	50%.....	45	50
Wheels, or parts thereof, made of iron or steel, and steel-tired wheels for railway purposes, whether wholly or partly finished, and iron or steel locomotive, car, or other railway tires, or parts thereof, wholly or partly manufactured.....	2½c lb.....	do.....	1½c lb.....	83.72	41.86
Ingots, cogged ingots, blooms, or blanks, for railway wheels and tires, without regard to the degree of manufacture.....	1½c lb.....	do.....	do.....	55.61	39.72
Aluminum—In crude form, and alloys of any kind in which aluminum is the component material of chief value.....	15c lb.....	do.....	10c lb.....	22.28	14.85
Argentine, albatá, or German silver, unmanufactured.....	25%.....	do.....	15%.....	25	15
Brass—Bars or pigs.....	1½c lb.....	do.....	10%.....	9.97	10
Old, and clippings from brass, or Dutch metal, and old sheathing, or yellow metal, fit only for remanufacture.....	do.....	do.....	do.....	11.37	10
Bronze Powder.....	12c lb.....	do.....	40%.....	36.26	40
Bronze or Dutch metal, in leaf, in pkgs. of 100 leaves.....	8c pack.....	do.....	do.....	102.25	40
Aluminum—Leaves, in packages of 100 leaves.....	do.....	do.....	do.....	88.93	40
Plates, rolled, called braziers' copper, sheets, rods, pipes, and copper bottoms.....	35%.....	do.....	20%.....	35	20
Sheathing or yellow metal, of which copper is the component material of chief value, and not composed wholly or in part of iron ungalvanized.....	do.....	do.....	do.....	35	20
Gold and Silver, Manufs. of—Bullions and metal thread of gold, silver, or other metals, n. s. p. f.....	30%.....	do.....	25%.....	30	25
Gold leaf in packages of 500 leaves.....	\$2 pack.....	do.....	30%.....	44.87	30

ARTICLES.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old.	New.
Silver leaf in packages of 500 leaves.....	75c pack.....	30%.....	77.78	30
Lead, and Manufs. of—Lead contained in silver ore.....	1½c lb.....	¾c lb.....	75.36	37.68
Lead contained in other ores and dross.....	do.....	do.....	28.20	14.10
Pigs and bars, molten and old refuse lead, run into blocks and bars, and old scrap lead fit only to be remanufact'd	2c lb.....	1c lb.....	49.13	24.56
Sheets, pipes, shot, glaziers' lead and lead wire.....	2½c lb.....	1¼c lb.....	36.65	18.33
Metals unwrought.....	20%.....	20%.....	20	20
Mica.....	35%.....	do.....	35	20
Nickel, nickel oxide.....	10c lb.....	6c lb.....	23.77	14.26
Pens, metallic, except gold.....	12c gross.....	8c gross.....	44.47	29.71
Gold pens.....	30%.....	25%.....	30	25
Penholder tips and penholders or parts thereof.....	do.....	do.....	30	25
Pins, solid head or other, including hair, safety, hat, bonnet, shawl, and belt pins.....	do.....	25%.....	30	25
Quicksilver.....	10c lb.....	7c lb.....	24.79	17.35
Type metal.....	1½c lb.....	¾c lb.....	47.66	23.83
Types, new.....	25%.....	15%.....	25	15
Chronometers, box or ship's, and parts thereof.....	10%.....	10%.....	10	10
Watches and Parts of—Watches.....	25%.....	25%.....	25	25
Watch cases, movements, glasses, and parts of watches.....	do.....	do.....	25	25
Zinc or Spelter, and Manufs. of—In blocks or pigs.....	1½c lb.....	1c lb.....	32.32	18.47
In sheets.....	2½c lb.....	1¼c lb.....	29.19	14.59
Old and worn out, fit only to be remanufactured.....	1¼c lb.....	¾c lb.....	21.99	13.19
Manufactures, Articles or Wares, n. s. f.—Brass.....	45%.....	35%.....	45	35
Buttons, metal.....	do.....	do.....	45	35
Carriages, etc.....	do.....	do.....	45	35
Clocks.....	do.....	do.....	45	35
Copper.....	do.....	25%.....	45	35
Gold and silver.....	do.....	35%.....	45	35
Machinery.....	do.....	do.....	45	35
Iron and steel.....	do.....	do.....	45	35
Lead.....	do.....	do.....	45	35
Aluminum.....	do.....	do.....	45	35
Brnze.....	do.....	do.....	45	35

Metals, n. e. s. ....	do. ....	do. ....	45	35
Nickel. ....	do. ....	do. ....	45	35
Platinum. ....	do. ....	do. ....	45	35
Zinc. ....	do. ....	do. ....	45	35
Total Schedule C—Metals. ....	do. ....	do. ....	58.33	36.53
SCHEDULE D—WOOD AND MANUFS. OF				
Boards, Planks, Deal, and other Sawed Lumber—Of hemlock, whitewood, sycamore, white pine, and basswood—Planed or finished on one side. ....	\$1.50 M ft. ....	Free. ....	21.66	Free
Planed or finished on two sides. ....	\$2 M ft. ....	do. ....	15.26	Free
Planed on one side and tongued and grooved. ....	do. ....	do. ....	13.85	Free
Planed on two sides and tongued and grooved. ....	\$2.50 M ft. ....	Free. ....	13.20	Free
All Sawed Lumber n. s. p. f.—Planed or finished on one side	do. ....	do. ....	26.35	Free
Planed or finished on two sides. ....	\$3 M ft. ....	do. ....	26.24	Free
Planed on one side and tongued and grooved. ....	do. ....	do. ....	24.16	Free
Planed on two sides and tongued and grooved. ....	\$3.50 M ft. ....	do. ....	30.99	Free
Sawed boards, planks, deals, and all forms of sawed cedar, lignum vitæ, lancewood, ebony, box, grandilla, mahogany, rosewood, satinwood, and all other cabinet woods not further manufactured than sawed. ....	15% ....	25% ....	15	25
Shooks, sugar box and packing boxes & packing box shoeks. ....	30% ....	20% ....	30	20
Casks and barrels, empty. ....	do. ....	do. ....	30	20
Toothpicks of vegetable substance (no data). ....	35% ....	25% ....	35	25
Chair cane, or reeds wrought or manufactured from rattans or reeds. ....	10% ....	10% ....	10	10
Furniture, cabinet or house, wholly or partly finished. ....	35% ....	25% ....	35	25
All other manufs. of wood or of which wood is the component material of chief value, n. s. p. f. ....	do. ....	do. ....	35	25
Musical instruments, wood chief value. ....	do. ....	do. ....	35	25
Clocks, wood chief value. ....	do. ....	do. ....	35	25
Carriages and parts of, wood chief value. ....	do. ....	do. ....	35	25
Total Schedule D—Wood. ....	do. ....	do. ....	31.79	23.62
SCHEDULE E—SUGAR.				
Sugar and Molasses—Molasses above 40 deg. and not above 56 deg. ....	Free. ....	2c gal. ....	Free	15.55
Above 56 deg. ....	do. ....	4c gal. ....	.....	.....
Sugars, all not above No. 16, Dutch standard in color, tank bottoms, sugar drainings, and sugar sweepings. ....	do. ....	do. ....	.....	.....

## ARTICLE.

ARTICLE.	Rates of Duty Under.		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct.	New. Per ct
sirups of cane juice, melada, concentrated melada, and concrete and concentrated molasses Sugar, above No. 16 Dutch standards in color—Beet, cane, and other, except maple. Valued at over 50c and not exceeding 60c lb. Valued at over 60c and not exceeding 70c lb. Valued at over 70c and not exceeding 90c lb. Valued at over 80c and not exceeding 90c lb. Valued at over 80c and not exceeding \$1 lb. Valued at over \$1 lb. Thread on spools, 100 yards on each spool. Cloth—Not exceeding 50 threads to the square inch, counting the warp and filling—Not bleached, dyed, colored, stained, painted, or printed, 6½c or less sq. yd. Bleached, valued at 9c or less sq. yd. Dyed, colored, stained, painted, or printed, valued at 12c or less sq. yd. Exceeding 50 and not exceeding 100 thread, to the square inch, counting the warp and filling—Not bleached, dyed, colored, stained, painted, or printed, valued at 6½c or less sq. yd. Bleached, valued at 9c or less sq. yd. Dyed, colored, stained, painted, or printed, valued at 12c sq. yd. Not exceeding 100 threads to the square inch, counting the warp and filling—Not bleached, dyed, colored, stained, painted, or printed, valued at over 6½c sq. yd. Bleached, valued at over 9c sq. yd. Dyed, colored, stained, painted, or printed, valued at over 12c sq. yd. Exceeding 100 and not exceeding 150 threads to the square inch, counting the warp and filling—Not bleached, dyed, colored, stained, painted, or printed, valued at 7½c or less sq. yd. Valued at over 7½c sq. yd.	Free 5-10c lb. 28c lb. 33c lb. 38c lb. 48c lb. 50% 7c doz. 2c sq. yd. 2½c sq. yd. 4c sq. yd. 2½c sq. yd. 3c sq. yd. 4c sq. yd. 35% do. do. 3c sq. yd. 40%	40% 40%+½c lb. 45% 25% do. do. do. 5½c doz. 1c sq. yd. 1½c sq. yd. 2c sq. yd. 1¼, 1½, & 1¾c sq. yd.=1½c sq. yd. 1½, 1¾ & 2c sq. yd.=1¾c yd. 2¾, 3 & 3¼c sq. yd.=3c. sq. yd. 25% do. 30% 1½, 1¾, 2 & 2¼c sq. yd.=1½c sq. yd. 30%	Free 12.86 48.96 50.19 49.95 53.55 50 56.38 41.65 29.61 46.68 40.83 47.79 43.57 35 35 35 52.74 40	40 43.21 45 25 25 25 25 44 20.83 14.80 23.34 27.22 27.88 32.68 25 25 30 32.96 30

Bleached, valued at 10c or less sq. yd.....	4c sq. yd.....	2½, 2¾, 3 & 3¼ sq. yd.=2½c sq. yd.....	49.59 40	35.65 35
Valued at over 10c sq. yd.	40%.....	35%.....		
Dyed, colored, stained, painted, or printed, valued at 12½c or less sq. yd.....	5c sq. yd.....	3½, 3¾, 4 & 4¼c sq.yd.=3%sq.yd.	48.76 40	37.78 35
Valued at over 12½c sq. yd.....	40%.....	35%.....		
Exceeding 150 and not exceeding 200 threads to the square inch, counting the warp and filling—Not bleached, dyed, colored, stained, painted, or printed, valued at 8c or less per sq. yd.....	3½c sq. yd.....	2, 2¼, 2½ & 2¾c sq. yd.=2¾c sq.	67.35 45	45.71 35
Valued at over 8c per sq. yd.....	45%.....	35%.....		
Bleached, valued at 10c per sq. yd.....	4½c sq yd.....	2¾, 3, 3¼, & 3½c sq. yd.=3½c sq.	61.66 45	42.83 35
Valued at over 10c per sq. yd.....	45%.....	35%.....		
Dyed, colored, stained, painted, or printed, valued at 12c or less per sq. yd.....	5½c yd.....	4¼, 4½, 4¾, & 5c sq.	51.33 45	43.16 40
Valued at over 12c per sq. yd.....	45%.....	40%.....		
Exceeding 200 threads to the sq. in., counting warp and filling—Not bleached, dyed, colored, stained, painted, or printed, valued at 10c or less sq. yd.....	4½c sq. yd.....	3, 3¼, 3½ & 3¾c sq. yd.=3¾c sq.	53.36 45	40.02 40
Valued at over 10c per sq. yd.....	45%.....	40%.....		
Bleached, valued at 12c or less per sq. yd.....	5½c yd.....	4, 4¼, 4½, & 4¾c sq.yd.=4%sq.yd.	55.13 45	43.89 40
Valued at over 12c per sq. yd.....	45%.....	40%.....		
Dyed, colored, stained, painted, or printed, valued at 15c or less per sq. yd.....	6¾c sq. yd.....	5¾ & 6c sq. yd.= 5% c sq. yd.....	54.14 45	47.12 40
Valued at over 15c per sq. yd.....	45%.....	40%.....		
Bleached, dyed, colored, stained, painted, or printed, con- taining an admixture of silk and not otherwise provided for.....	10c sq. yd.+35%..	45%.....	61.57 50	45 40
Corsets, n. e. s.....	50%.....	40%.....		
Other articles of wearing apparel and ready-made cloth- ing—of which India-rubber is a component material...	50c lb.+50%.....	do.....	89.44 50	40 40
All other n. s. p. f.....	50%.....	do.....		
Plushes, velvets, velveteens, corduroys, and all other pile fabrics composed of cotton or other vegetable fiber— Plushes, velvets, and velveteens—Not bleached, dyed colored, stained, painted or printed.....	10c sq. yd.+20%..	do.....	72.65	40



ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Bleached.....	12c sq. yd.+20%..	47½%.....	53.95	47.50
Dyed, colored, stained, painted, or printed.....	14c sq. yd.+20%..	do.....	60.25	47.50
All other.....	40%.....	40%.....	40	40
Corduroys and Other Pile Fabrics—Not bleached, dyed, colored, stained, painted or printed.....	10c sq. yd +20%..	do.....	68.75	40
Bleached.....	12c sq. yd.+20%..	47½%.....	62.42	47.50
Dyed, colored, stained, painted, or printed.....	14c sq. yd.+20%..	do.....	60.52	47.50
All other.....	40%.....	40%.....	40	40
Chenille curtains, table covers and all goods manufactured of cotton chenille, or of which cotton chenille forms the component material of chief value.....	60%.....	45%.....	60	45
Knit goods, made on knitting machines or frames—Stockings, hose and half hose, other, valued at not more than \$1.50 doz.....	35%.....	30%.....	35	30
Shirts and drawers valued at not more than \$1.50 doz.....	do.....	50%.....	35	50
Valued at more than \$1.50 and not more than \$3 doz.....	\$1 doz.+35%.....	do.....	74	50
Valued at more than \$3 and not more than \$5 doz.....	\$1.25 doz.+40%..	do.....	72.86	50
Valued at more than \$5 and not more than \$7 doz.....	\$1.50 doz.+40%..	do.....	65.59	50
Valued at more than \$7 doz.....	\$2 doz.+40%.....	do.....	59.51	50
Stockings, Hose and Half Hose—Selvedged, fashioned, narrowed, or shaped wholly or in part by knitting machines or frames, or knit by hand, including such as are commercially known as seamless stockings, hose or half hose, finished or unfinished—Valued at not more than 60 cents doz. pairs.....	20c doz.+20%.....	do.....	54.19	50
Valued at more than 60 cents and not more than \$2 doz. pairs.....	50c doz.+30%.....	do.....	71.97	50
Valued at more than \$2 and not more than \$4 doz. pairs.....	75c doz.+40%.....	do.....	67.54	50
Valued at more than \$4 doz. pairs.....	\$1 doz.+40%.....	do.....	56.74	50
Cords, Braids, Boot, shoe and Corset Lacing—on which duty computed at 35 cents lb. is less than 40% ad valorem.....	40%.....	45%.....	40	45
All other.....	35c lb.....	do.....	56.85	45

Gimps, galloons, webbings, gorings, suspenders and braces, elastic or non-elastic.....	40%.....	do.....	40	45
Damask.....	do.....	35%.....	40	35
All other manufs. of cotton n. s. p. f.....	do.....	do.....	40	35
Total Schedule I—Cotton Manufs.....	.....	.....	52.25	48.54
<b>SCHEDULE J—FLAX, HEMP, AND JUTE, AND MANUFS. OF FLAX AND HEMP, AND MANUFS. OF FLAX, HEMP, JUTE, AND OTHER vegetable fiber—Unmanufactured—Flax, hackled, known as "dressed line"</b>				
Hemp, hackled, known as line of hemp.....	3c lb.....	1½c lb.....	10.77	5.39
Manufactures—Yarn, jute.....	\$50 ton.....	1c lb.....	28.35	10.48
Cables, Cordage and Twine—Cables and cordage—Of hemp, untarred.....	35%.....	30%.....	35	30
Other, untarred, composed in whole or in part of isle or Tampico fiber, manilla, sisal grass, or sunn.....	2½c lb.....	10%.....	22.34	10
Tarred.....	1½c lb.....	do.....	16.86	10
Hemp and jute carpets.....	3c lb.....	do.....	31.23	10
Burlaps, of flax, jute, or hemp, or of which flax jute, or hemp, or either of them, shall be the component material of chief value (except such as may be suitable for bagging for cotton)—Not exceeding 60 inches in width Exceeding 60 inches in width.....	1½c lb.....	do.....	18.78	10
Bags for grain made of burlaps.....	6c sq. yd.....	20%.....	15.83	20
Bagging for cotton, gunny cloth, and all similar material for covering cotton, composed in whole or in part of hemp, flax, jute, or jute burts—Valued at 6c or less sq.yd. Valued at more than 6c sq.yd.....	1½c lb.....	Free.....	29.23	Free.
Gill Netting, Nets, Webs, and Seines of Flax—Made of thread or twine from yarn of a number not higher than No. 20.....	40%.....	do.....	40	Free.
Made of thread or twine from yarn finer than No. 20.....	2c lb.....	do.....	44.73	Free.
Hose, linen hydraulic, made in whole or in part of flax, hemp, or jute.....	1 6-10c sq. yd.....	do.....	32.52	Free.
Oilcloths for floors, stamped, painted, or printed, including linoleum, corticene, cork carpets, figured or plain, and all other oilcloths (except silk oilcloth), and waterproof cloth n. s. p. f.—Valued at 25c or less sq. yd.....	1 8-10c sq. yd.....	do.....	26.37	Free.
Valued above 25c sq. yd.....	15c lb.+35%.....	40%.....	144.63	40
	20c lb.+40%.....	do.....	58.17	40
	20c lb.+40%.....	do.....	34.31	40
	40%.....	25%.....	40	25
	15c sq. yd.+30%.....	40%.....	57.17	40

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Yarns or threads.—Flax or hemp—Valued at 13c or less lb. Valued at more than 13c lb. ....	6c lb. ....	35% .....	63.92	35
Manufactures of flax or hemp, or of which these substances, or either of them, is the component material of chief value. ....	45% .....	do. ....	45	35
Manufactures of flax containing more than 100 threads to the square inch, counting both warp and filling (until Jan. 1, 1895) .....	50% .....	do. ....	50	35
Wearing apparel.—Collars and cuffs entirely of cotton. ....	35% .....	do. ....	35	35
Collars and cuffs, composed in whole or part of linen. ....	15c doz.+35% .....	do. ....	68.26	35
Shirts and all articles of wearing apparel of every description, n. s. p. f., composed wholly or in part of linen. ....	30c doz.+40% .....	30c doz.+30% .....	68.54	58.54
Tapes, composed of flax woven with or without metal threads on reels or spools, designed expressly for use in the manufacture of measuring tapes (no data) .....	55% .....	50% .....	55	50
Laces, edgings, embroideries, insertings, neck ruffings, ruffings, trimmings, tuckings, lace window curtains, and other similar tambooured articles, and articles embroidered by hand or machinery, embroidered and hemstitched handkerchiefs and articles made wholly or in part of lace, ruffings, tuckings, or ruckings, composed of flax, jute, or other vegetable fiber, except cotton, or of which either of these substances, except cotton, is the component material of chief value, n. s. p. f. ....	35% .....	25% .....	35	25
Laces, edgings, embroideries, insertings, neck ruffings, ruffings, trimmings, tuckings, lace window curtains, and other similar tambooured articles, and articles embroidered by hand or machinery, embroidered and hemstitched handkerchiefs, and articles made wholly or in part of lace, ruffings, tuckings, ruckings, composed of cotton, or of which cotton is the component material of chief value, n. s. p. f. ....	60% .....	50% .....	60	50
All other manufactures n. s. p. f.—Manufactures of jute. ....	60% .....	50% .....	60	50

or of which jute is the component material of chief value, n. s. p. f.—Valued at 5c lb or less.....	2c lb.	35%.	55.37	35
Valued above 5c lb.....	40%.....	do.	40	35
Manufs. of other vegetable fiber, except flax, hemp, or cotton, or of which other vegetable fiber, except flax, hemp, or cotton, is the component material of chief value, n. s. p. f.—Valued at 5c lb or less.....	2c lb.	do.	52.53	35
Valued above 5c lb.....	40%.....	do.	40	35
Exceeding 60 inches in width.....	do.	do.	30	30
Total Schedule J—Flax, hemp, etc.....			45	41.05
SCHEDULE K—WOOLEN GOODS.				
Manufs. composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals—Shoddy.....	30c lb.	15%.....	52.50	15
Yarns, woolen and worsted—Valued at not more than 30c lb	27½c lb.+35%.....	30%.....	278.66	30
Valued at more than 30c and not more than 40c lb.....	33c lb.+35%.....	do.	118.79	30
Valued at more than 40c lb.....	38½c lb.+40%.....	40%.....	105.42	40
Cloths, Woolen or Worsted—Valued at not more than 30c lb	33c lb.+40%.....	40%.....	163.09	40
Valued at more than 30c and not more than 40c lb.....	38½c lb.+40%.....	do.	114.86	40
Valued at above 40c lb.....	44c lb.+50%.....	50%.....	99.50	50
Shawls, Woolen or Worsted—Valued at not more than 30c lb	33c lb.+40%.....	35%.....	150.30	35
Valued at more than 30c and not more than 40c lb.....	38½c lb.+40%.....	do.	88.60	40
Valued at above 40c lb.....	44c lb.+50%.....	do.		
Knit Fabrics and all fabrics made on knitting machines or frames—Valued at not more than 30c lb.....	33c lb.+40%.....	35%.....	136	35
Valued at more than 30c and not more than 40c lb.....	38½c lb.+40%.....	do.	82.25	40
Valued at above 40c lb.....	44c lb.+50%.....	40%.....	94.09	40
All knit wearing apparel.....	49½c lb.+60%.....	do.		
All other manufactures, n. s. p. f.—Valued at not more than 30c lb.....	33c lb.+40%.....	do.	159.60	40
Valued at more than 30c and not more than 40c lb.....	38½c lb.+40%.....	do.	142.59	40
Valued at above 40c lb.....	44c lb.+50%.....	50%.....	87.03	50
Blankets—Valued at not more than 30c lb.....	16½c lb.+35%.....	25%.....	88.22	25
Valued at more than 30c and not more than 40c lb.....	22c lb.+35%.....	30%.....	100	30
Valued at more than 40c and not more than 50c lb.....	33c lb.+35%.....	35%.....	103.90	35
Hats of Wool—Valued at not more than 30c lb.....	38½c lb.+40%.....	do.	80.33	35
Valued at more than 30c and not more than 40c lb.....	16½c lb.+35%.....	25%.....	86	25
Valued at more than 30c and not more than 40c lb.....	22c lb.+35%.....	30%.....	106.38	30
Valued at more than 40c and not more than 50c lb.....	33c lb.+35%.....	35%.....	104.22	35

ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Valued at more than 50c lb.....	38½c lb.+40%.....	do.....	87.26	35
Flannels for Underwear—Valued at not more than 30c lb.....	16½c lb.+35%.....	25%.....	84.90	25
Valued at more than 30c and not more than 40c lb.....	22c lb.+35%.....	30%.....	103.51	30
Valued at more than 40c and not more than 50c lb.....	33c lb.+35%.....	35%.....	103.22	35
Weighing over 4 oz. sq. yd.....	38½c lb.+40%.....	50%.....	96.54	50
Dress goods, women's and children's coat linings, Italian cloths and goods of similar description—Of which the warp consists wholly of cotton or other vegetable material, with the remainder of the fabric composed wholly or in part of wool, worsted, the hair of the camel, goat, alpaca, or other animals—Valued at not exceeding 15c sq. yd.....	7c sq. yd.+40%.....	do.....	93.93	50
Valued at above 15c sq. yd.....	8c sq. yd.+50%.....	do.....	89.60	50
Weighing over 4 oz. sq. yd.....	44c lb.+50%.....	do.....	103.86	50
Composed wholly or in part of wool worsted, the hair of the camel, goat, alpaca, or other animal—Weighing over 4 oz. sq. yd.....	44c lb.+50%.....	do.....	87.14	50
All other.....	12c sq. yd.+50%.....	do.....	109.09	50
Other clothing, ready-made, and articles of wearing apparel (except knit goods) made up or manufactured wholly or in part.....	49½c lb.+60%.....	do.....	80.32	50
Felts, not woven.....	do.....	45%.....	93.09	45
Plushes and other pile fabrics.....	do.....	50%.....	105.09	50
Cloaks, dolmans, jackets, talmas, ulsters or other outside garments for ladies' and children's apparel, and goods or similar description or used for like purposes.....	do.....	do.....	81.23	50
Webbings, gorings, suspenders, braces, beltings, bindings, braids, galloons, fringes, gimps, cords, cords and tassels, dress trimmings, laces and embroideries, head nets, buttons, or barrel buttons, or buttons of other forms for tassels or ornaments, wrought by hand or braided by machinery, which are elastic or non-elastic.....	60c lb.+60%.....	do.....	93.82	50
Carpets and Carpeting—Aubusson, Axminster, moquette and chenille carpets, and carpets woven whole for rooms,				

and oriental, Berlin and other similar rugs.....					
Saxony, Wilton, and tourney velvet carpets.....					60.85
Brussels carpets.....					69.56
Velvet and tapestry velvet carpets, printed on the warp or otherwise.....					81.56
Tapestry Brussels, printed on the warp or otherwise.....					71.86
Treble ingrain, three-ply and all chain Venetian carpets.....					77.97
Wool, Dutch and two ply ingrain carpets.....					63.05
Druggets and bockings, printed, colored, or otherwise.....					64.74
Felt carpeting.....					82.57
Carpets of wool, or in part of, n. s. p. f.....					62.57
Carpets and carpetings of cotton.....					50
Total Schedule K—Wool, manufs. of.....					50
					98.62
SCHEDULE L—SILK AND SILK GOODS.					
Silk, Manufs. of—Silk, not raw—Partially manufactured from cocoons or from waste silk and not further advanced or manufactured than carded or combed silk.....					60.50
Sewing silk and silk thread or yarns of every description.....					30
Spun silk, in skeins or cops or on beams.....					35
Thrown silk, not more advanced than singles, tram or orgauze, twist and floss.....					30
Velvets, Plushes, or other pile fabrics—containing, exclusive of selvedges, less 75% in weight of silk.....					72.63
Containing, exclusive of selvedges, 75% or more in weight of silk.....					55.71
Other.....					17.66
Webbings, gorings, suspenders, braces, beltings, b'ands, bindings, galloons, fringes, cords and tassels, elastic or non-elastic.....					50
Buttons.....					45
Handkerchiefs.....					50
Laces and embroideries, neck ruffings and ruchings.....					45
Wearing Apparel—Knit goods—Composed in part of India rubber.....					50
Other.....					81.42
Ready-Made Clothing and Other—Composed in part of India rubber.....					60.50
Other.....					77.79
Dress and piece goods.....					50
					45



ARTICLE.	Rates of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Ribbons.....	do.....	do.....	50	45
All other, n. s. p. f.....	do.....	do.....	50	45
Total Schedule L—Silk and silk goods.....	.....	.....	53.56	46.39
SCHEDULE M—PULP, PAPER AND BOOKS.				
Pulp of Wood—Mechanically ground.....	\$2.50 ton.....	10%.....	14.44	10
Chemical, unbleached.....	\$6 ton.....	do.....	12.38	10
Chemical, bleached.....	\$7 ton.....	do.....	10.76	10
Paper sheathing.....	10%.....	do.....	10	10
Sheathing, patent.....	20%.....	do.....	20	10
Printing paper suitable only for books and newspapers— Unsize.....	15%.....	15%.....	15	15
Sized or glued.....	20%.....	do.....	20	15
Paper, albumenized or sensitized.....	35%.....	30%.....	35	30
Papers known commercially as copying paper, filtering paper, silver paper, and all tissue paper, white or colored, made up in copying books, reams, or in any other form	8c lb+15%.....	35%.....	62.14	35
Papers known commercially as surface-coated papers, and manufs. thereof, cardboards, lithographic prints from either stone or zinc, b und or unbound (except illustra- tions when forming a part of a periodical, newspa- per, or in printed books accompanying the same), and all articles produced either in whole or in part by litho- graphic process, and photograph, autograph and scrap albums, wholly or partially manufactured.....	35%.....	30%.....	35	30
Envelopes.....	25c M.....	20%.....	20.98	20
Hangings and paper for screens or fireboards.....	25%.....	do.....	25	20
Books, pamphlets, bound or unbound, maps, charts, and all printed matter, n. s. p. f.....	do.....	25%.....	25	25
Engravings, bound or unbound, etchings and photographs..	do.....	do.....	25	25
Blank books, bound or unbound.....	do.....	20%.....	25	20
Cards, playing.....	50c pkg.....	10c pkg+50%.....	286.70	107.24
Writing, drawing, and all other paper, n. s. p. f.....	25%.....	20%.....	25	20

Other manufs. of paper, or of which paper is the component of chief value.									
Total Schedule M—Pulp, paper, etc.									
SCHEDULE N—SUNDRIES.									
Bristles.....	do.....	do.....	do.....	do.....	do.....	do.....	do.....	25	20
Brooms of all kinds.....	10c lb.....	40%	7½c lb.....	10.67	28.85	20.53	8.10	20	35
Brushes of all kinds, including feather dusters and hair pencils in quills.....	do.....	do.....	35%	40	40	35	10	25	85.50
Buttons and Button Forms—Button Forms—Lastings, mohair cloth, silk, or other manufs. of cloth, woven or made in patterns of such size, shape or form, or cut in such manner as to be fit for buttons exclusively.....	10%	10%	10%	10	25	10	25	35	35
Agate buttons.....	2½c line+25%	50%	1c line+15%	143.61	50	60	60	25	25
Pearl and shell buttons.....	60%	1c gross	do.....	65.03	22.72	12.12	14.34	15	20.37
Ivory, vegetable ivory, bone or horn buttons.....	75c ton.....	30c ton.....	15c lb.....	28.68	30.55	9.60	50	30	25.80
Glass buttons.....	10%	50%	50%	50	50	50	25	12.12	14.34
Shoe buttons, made of paper board, papier mache, pulp, or similar material, n. s. p. f., valued at not exceeding 3c gross.....	1c gross	75c ton.....	15c ton.....	28.68	30.55	9.60	50	30	25.80
Coal and Coke—Bituminous coal and shale.....	30c ton.....	20%	15c lb.....	20	15	20	25	15	20.37
Slack, or culm of coal, such as will pass through a half-inch screen.....	15c lb.....	10%	25%	9.60	50	50	25	15	20.37
Coke.....	50%	50%	50%	50	50	50	25	15	20.37
Cork bark, cut in squares or cubes.....	35%	1c lb.....	25%	35	25.19	20.15	50	30	25.80
Corks.....	8c lb.....	30%	30%	30	30	30	25	15	20.37
Dice, draughts, chessmen, chess balls and billiard, pool and bagatelle balls, of ivory, bone, or other material.....	30%	50%	50%	50	50	50	25	15	20.37
Dolls, doll heads, toy marbles of whatever material composed, and all other toys not composed of rubber, china, porcelain, parian, bisque, earthen or stone ware, and n. s. p. f.....	35%	1c lb.....	25%	35	25.19	20.15	50	30	25.80
Emery—Grains and ground, pulverized or refined.....	8c lb.....	30%	30%	30	30	30	25	15	20.37
Gunpowder and All Explosive Substances—Firecrackers of all kinds.....	30%	50%	50%	50	50	50	25	15	20.37
Fulminates, fulminating powders, and all like articles n. s. p. f.....	30%	50%	50%	50	50	50	25	15	20.37
Gunpowder, and all explosive substances, used for mining, blasting, artillery, or sporting purposes—Valued at 20c or less lb.....	50%	50%	50%	50	50	50	25	15	20.37

ARTICLE.	Rate of Duty Under		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Valued at above 20c lb.	8c lb.	8c lb.	8.68	8.68
Matches, Friction or Lucifer, of all descriptions—In boxes containing not more than 100 matches per box	10c gross.	20%	33.93	20
Otherwise than in boxes containing not more 100 matches each	1c M.	do.	21.19	20
Musical Instruments—Metal, chief value.	45%	25%	45	25
Wood, chief value.	35%	25%	35	25
Percussion caps.	40%	{ 30% 30% }	40	30
Feathers—Dressed, colored or manufactured, including dressed and finished birds suitable for millinery ornaments—Ostrich feathers	50%	{ \$2.07 M. 35% }		
All other	do.	do.	50	35
Feathers and flowers, artificial and ornamental, or parts thereof, of whatever material composed, n. s. p. f.	do.	30%	50	30
Furs dressed on the skin but not made up into articles.	20%	20%	20	20
Furs, not on the skin, prepared for hatters' use	do.	do.	20	20
Fans of all kinds, except palm leaf (no data)	According to value of chief material	40%		40
Beads of glass, loose, unthreaded or unstrung	10%	10%	10	10
Gun wads of all descriptions	35%	do.	35	10
Human Hair—Clean or drawn, but not manufactured	20%	20%	20	20
Haircloth, known as crinoline cloth.	8c sq.yd.	6c sq.yd.	27.99	20.99
Haircloth, known as hair seating.	30c sq.yd.	20c sq.yd.	23.22	15.48
Hair, curled, suitable for beds or mattresses.	15%	10%	15	10
Hats, for men's, women's and children's wear, composed of the fur of the rabbit, beaver, or other animals, or of which such fur is the component material of chief value, wholly or partially manufactured, including fur hat bodies.	55%	40%	55	40
Jewelry and Precious Stones n. e. s.—Jewelry—All articles n. s. p. f., composed of precious metals or imitations thereof, whether set with coral, jet or pearls, or with diamonds, rubies, cameos, or other precious stones or imitations thereof, or otherwise, and which shall be				

known commercially as "jewelry," and cameos in frames					
Pearls .....	50%	.....	35%	.....	35
Precious stones and imitations of—cut, but not set .....	10%	.....	10%	.....	10
Set, and n. s. p. f. ....	10%	.....	10%	.....	10
Imitations of, not set, composed of paste or glass, not exceeding 1 in. in dimensions.....	25%	.....	30%	.....	25
Diamonds and other precious stones, rough or uncut.....	do.	.....	.....	.....	30
Leather, and Manufs. of—Bend or belting, and sole .....	10%	.....	10%	.....	10
Calfskins, japanned.....	Free.	.....	do.	.....	Free.
Calfskins, tanned, or tanned and dressed .....	10%	.....	10%	.....	10
Pianoforte and pianoforte action leather.....	30%	.....	20%	.....	30
Skins for Morocco—Finished .....	20%	.....	do.	.....	20
Tanned but unfinished.....	35%	.....	do.	.....	35
Skins, chamois or other, n. s. p. f., bookbinders' calfskins, kangaroo, sheep, and goat skins, including lamb and kid skins, dressed and finished.....	20%	.....	do.	.....	20
Upper leather, dressed, including patent, enameled and japanned leather, dressed or undressed, and finished...	do.	.....	do.	.....	20
All leather n. s. p. f. ....	10%	.....	10%	.....	10
Boots and shoes.....	25%	.....	20%	.....	20
*Gloves, composed wholly or in part of kid or other leather, and whether wholly or partly manufactured—Ladies and children's—Fourteen inches and under in extreme length—Schmaschen—Plain.....	Ladies' or children's glace finish —Schmaschen — Not over 14 in. \$1 doz, prs.....	.....	.....	.....	40
Pique or prick seam, and embroidered with more than 3 single strands or cords .....	Over 14 in. and not over 17, \$1.50 doz, pr.....	.....	.....	.....	40
Lined .....	\$2.25 doz.....	.....	.....	.....	40
Lamb—Plain .....	Over 17 in. \$2 doz. prs.....	.....	.....	.....	40
Pique or prick seam, and embroidered with more than 3 single strands or cords.....	Men's \$3 doz, prs, glace finish, lamb or sheep.....	.....	.....	.....	40
	Not over 14 in. \$1.75 doz, prs....	.....	.....	.....	40

\*NOTE.—Owing to change in classification of sizes, no comparison can be given. (Estimated rate by proposed bill=40% on all.)

ARTICLE.	Rates of Duty Under		Average Ad. Val. Under	
	Old Law.	New Law.	Old. Per ct	New. Per ct
Lined.....	\$3.25 doz.....	Over 14 and not over 17, \$2.75 doz. prs.....	64.44	40
Kid—Plain.....	do. ....	Over 17 in. \$3.75 doz. prs.....	60.77	40
Pique or prick seam, and embroidered with more than 3 single strands or cords. ....	\$3.75 doz.....	Men's, \$4 doz. glove finish, goat, kid, or other.....	61.56	40
Lined.....	\$4.25 doz.....	Not over 14 in. \$2.25 doz. prs...	57.07	40
Suedes and other, whether more or less than 14 inches in extreme length—Plain.....	50% .....	Over 14 and not over 17, \$3 dz. pr.	50	40
Pique or prick seam, and embroidered with more than 3 single strands or cords.....	50c doz.+50%.....	Over 17 in. \$4 doz. prs. Men's \$4 dz. prs. Ladies' or children's, of cheap origin.....	57.82	40
Lined.....	\$1 doz.+50%.....	Not over 17 in. \$1.75 doz. prs .....	73.13	40
Ladies' and children's on which the above rates of duty do not equal a duty of 50%.....	50% .....	.....	50	40
Men's Gloves—Fourteen inches and under in extreme length, plain.....	50% .....	Over 17 in. \$2.75 doz. prs. Men's \$3 doz. prs., Ladies' etc., kid goat, etc. not over 17 in., \$2.75 doz. prs....	50	40
Over Fourteen inches in extreme length—Plain.....	\$1 doz.+50%.....	Over 14 and not over 17, \$3 dz. pr.	70.29	40
Pique or prick seam and embroidered with more than 3 single strands or cords.....	\$1.50 doz.+50%...	Over 17 in. \$4 doz. prs.....	73.52	40
Lined.....	\$2 doz.+50%.....	Men's \$4 doz. prs..	79.36	40

Lined .....	\$2.50 doz.+50%..	All leather gloves when lined \$1 doz.additional..	75.62	40
Lined .....	\$3 doz.+40%.....	45% .....	75	40
Miscellaneous Manufs.—Alabaster and spar. manufs. of	25% .....	25% .....	25	45
Amber, manufs. of .....	do. ....	do. ....	25	25
Asbestos, manufs. of .....	do. ....	do. ....	25	25
Bladders, monufs. of .....	do. ....	do. ....	25	25
Coral, manufs. of .....	do. ....	do. ....	25	25
Catgut or whipgut or wormgut, manufs. of .....	do. ....	do. ....	25	25
Jet, manufs. of .....	do. ....	do. ....	25	25
Paste, manufs. of .....	do. ....	do. ....	25	25
Wax, manufs. of .....	do. ....	do. ....	25	25
Candles and tapers of wax .....	do. ....	do. ....	25	25
Osier or willow, prepared for basket-makers' use .....	30% .....	20% .....	30	20
Osier or willow, manufs. of .....	40% .....	25% .....	40	25
Bone and horn, manufs. of .....	30% .....	do. ....	30	25
Chip, manufs. of (baskets) .....	do. ....	do. ....	30	25
Grass, manufs. of .....	do. ....	do. ....	30	25
India-rubber, manufs. of .....	do. ....	do. ....	30	25
Palm leaf, manufs. of .....	do. ....	do. ....	30	25
Straw, manufs. of .....	do. ....	do. ....	30	25
Straw for jupils .....	do. ....	do. ....	30	25
Whalebone, manufs. of .....	do. ....	do. ....	30	25
Leather, manufs. of .....	35% .....	30% .....	35	30
Fur, manufs. of .....	do. ....	do. ....	35	30
India-rubber, vulcanized, known as hard rubber .....	do. ....	do. ....	35	30
Gutta percha .....	do. ....	do. ....	35	30
Hair, manufs. of .....	do. ....	do. ....	35	30
Papier-mache, manufs. of .....	do. ....	do. ....	35	30
Ivory and vegetable ivory, manufs. of .....	40% .....	35% .....	40	35
Shell and Mother-of-pearl, manufs. of .....	do. ....	do. ....	40	35
Masks, composed of paper or pulp .....	35% .....	25% .....	35	25
Matting and Mats made of Cocoa fiber or Rattan—Matting .....	12c sq. yd. ....	20% .....	71.87	20
Mats .....	8c sq. ft. ....	do. ....	41.46	20
Pencils—Wood filled with lead or other material, and pencils of lead .....	50c gross+30%....	50% .....	53.67	50
Slate pencils .....	4c gross .....	30% .....	47.57	30
Pencil leads, not in wood .....	10% .....	10% .....	10	10



## APPENDIX A

ARTICLE.	Rates of Duty Luder		Average Ad Val. Under	
	Old Law.	New Law.	Old. Perct	New. Perct
Pipes and Smokers' Articles—Common pipes of clay.....	15c gross.....	do.....	50.11	10
Pipes, pipe bowls of all materials, and all smokers' articles whatsoever, n. s. p. f., including cigarette books, cigar- ette book-covers, pouches for smoking or chewing to- bacco, and cigarette paper in all forms.....	70%.....	50%.....	70	50
Umbrellas, Parasols, and Sunshades, and Sticks for Um- brellas, Parasols, and Sunshades—Covered with silk or alpaca.....	55%.....	45%.....	55	45
Covered with other materials.....	45%.....	45%.....	45	45
Sticks for umbrellas, parasols, and sunshades—Carved... Plain.....	50%.....	30%.....	50	30
Waste, all n. s. p. f.....	35%.....	do.....	35	30
Total Schedule N—Sundries.....	10%.....	10%.....	10	10
Section 4. (Act of Oct. 1, 1890)—Unmanufactured.....	10%.....	10%.....	26.80	24.45
Manufactured.....	20%.....	20%.....	10	10
Enfleurage grease.....	do.....	Free.....	20	20
Repairs on vessels.....	50%.....	50%.....	20	Free
Total Section 4.....	.....	.....	50	50
Total Schedules.....	.....	.....	18.98	18.73
			49.58	38.68

ARTICLES TRANSFERRED TO THE FREE LIST.	Old Rate.
<b>SCHEDULE A—CHEMICALS, OILS, AND PAINTS.</b>	
Acid, sulphuric, or oil of vitriol, n. s. p. f. ....	¼c lb.
Copper, sulphate of, or blue vitriol. ....	2c lb.
Coal tar, all preparations of, not colors or dyes, n. s. p. f. . .	20%
Oils, Mineral—Naphtha, benzine, benzole, dead oil, and similar products of coal tar. ....	25%
All other. ....	20%
Iron, sulphate of, or copperas. ....	3-10c lb.
Indigo—Carmined. ....	10c lb.
Extracts or pastes of. ....	¾c lb.
Iodine, re-sublimed. ....	30c lb.
Oils—Cottonseed. ....	10c gal.
Croton. ....	30c lb.
Paints, Colors, Etc.—Baryta, sulphate of, or barytes, including barytes earth, unmanufactured. ....	\$1.12 ton.
Ocher and ochery earths, dry. ....	¼c lb.
Sienna and sienna earths, dry. ....	do
Umber and umber earths, dry. ....	do
Potash, caustic or hydrate of, refined in sticks or rolls. ....	1c lb.
Soda, Sulphate of—Glauber salts. ....	\$1.25 ton.
Salt cake or niter cake. ....	do
<b>SCHEDULE B—EARTH, EARTHENWARE AND GLASSWARE.</b>	
Stone—Burr stone, manufactured or bound up into mill-stones. ....	15%
<b>SCHEDULE C—METALS AND MANUFS. OF.</b>	
Iron Ores—Chromate of iron or chromic ore. ....	15%
Cotton Ties of Iron or Steel—Not thinner than No. 10 wire gauge. ....	1 2-10c lb.
Thinner than No. 10 and not thinner than No. 20. ....	1 3-10c lb.
Antimony, as regulus or metal. ....	¾c lb.
Copper and Manufs. of—Ores (fine copper contained therein) Regulus of, and black or coarse copper and copper cement, fine copper contained therein. ....	½c lb.
Old, fit only for remanufacture, and clippings from new copper. ....	1c lb.
Composition metal, of which copper is a component material of chief value, n. s. p. f. ....	do
Plates, not rolled, bars, ingots, Chile or other pigs, and in other forms, not manufactured, n. s. p. f. ....	do
<b>SCHEDULE D—WOOD AND MANUFS. OF.</b>	
Timber—Used for spars and in building wharves. ....	1½c lb.
Hewn and sawed. ....	10%
Square or sided, n. s. p. f. ....	do
Lumber—Boards, planks, deals and other sawed lumber—Of hemlock, whitewood, sycamore, white pine, and basswood—Not planed or finished. ....	½c cu. ft.
Planed or finished on one side. ....	\$1 M.
Planed or finished on two sides. ....	\$1.50 M.
Planed on one side and tongued and grooved. ....	\$2 M.
Planed on two sides and tongued and grooved. ....	\$2 M.
All sawed lumber, n. s. p. f.—not planed or finished. ....	\$2.50 M.
Planed or finished on one side. ....	\$2 M.
Planed or finished on two sides. ....	\$2.50 M.
Planed or finished on one side and tongued and grooved. ....	\$3 M.
Planed or finished on two sides and tongued and grooved. ....	\$3 M.
Paving posts, railroad ties, and telephone and telegraph poles of cedar. ....	\$3.50 M.
Unmanufactured, n. s. p. f. ....	20%
Veneers of wood. ....	do
Clapboards—Pine. ....	\$1 M.
Spruce. ....	\$1.50 M.
Hubs for wheels, posts, last, wagon, oar, gun, and heading blocks, and all like blocks or sticks, rough hewn or sawed only. ....	20%

ARTICLES TRANSFERRED TO THE FREE LIST.	Old Rate.
Laths..... Pickets and palings..... Shingles—White pine..... All other..... Staves of all kinds.....	15c M. 10% 20c M. 30c M. 10%
<b>SCHEDULE G—AGRICULTURAL PRODUCTS, ETC.</b>	
Milk, fresh..... Broom corn..... Cabbages..... Cider..... Eggs..... Eggs, yolk of..... Peas, green, in bulk or packages..... Plants, trees, shrubs, and vines..... Fish, Fresh—Herring..... Salmon..... All other..... Salt—In bags, sacks, barrels, or other packages..... In bulk.....	5c gal. \$8 ton. 3c each. 5c gal. 5c doz. 25% 40c bu. 20% ¼c lb. ¾c lb. do. 12c cwt. 8c cwt.
<b>SCHEDULE H—SPIRITS, WINES, ETC.</b>	
Lemonade, Soda Water, and other similar waters—In plain, green, or colored molded or pressed glass bottles— Containing each not more than ¾ pint..... Containing more than ¾ of a pint each and not more than 1½ pints..... Otherwise than in such bottles, or in such bottles con- taining more than 1½ pints each.....	13c doz. 26c doz. 50c gal.
<b>SCHEDULE J—FLAX, HEMP, JUTE, ETC.</b>	
Flax—Straw..... Not hackled or dressed..... Tow of..... Hemp, tow of..... Hemp..... Twine, manufactured in whole or in part of istle or Tampico fiber, manila, sisal grass or sunn—Binding..... Burlaps of flax, jute or hemp, or either of them, not exceed- ing 60 inches in width..... Exceeding 60 inches in width..... Bags for grain, made of burlaps..... Valued at 6c or less..... Valued at over 6c.....	\$5 ton. \$22.40 ton, \$11.20 ton. do. \$25 ton. 7-10c lb. 1½c lb. 40% 2c lb. 1 6-10c sq.yd. 1 8-10c sq.yd.
<b>SCHEDULE K—WOOL.</b>	
Wools, hair of the camel, goat, alpaca, and other like animals, and manufs. of—Unmanufactured—Class I: Merino, mestiza, metz or metis wools, or other wools, of merino blood, immediate or remote, Down cloth- ing wools, and wools of like character with any of the preceding, including such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, and elsewhere, and also including all wools not hereinafter described or designated in classes 2 and 3—Unwashed wool..... Washed wool..... Scoured wool..... Class 2: Leicester, Cotswold, Lincolnshire, Down comb- ing wools, Canada long wools, or other like combing wools of English blood, and usually known by the terms herein used, and also all hair of the camel, goat, alpaca, and other like animals—Wool unscoured Wool scoured..... Wool, sorted.....	11c lb. 22c lb. 33c lb. 12c lb. 36c lb. 24c lb.

ARTICLES TRANSFERRED TO THE FREE LIST.	Old Rate.
Hair of the goat, alpaca, and other like animals, un-scoured.....	do.
Hair of the goat, alpaca, and other like animals, scoured	36c lb.
Class 3: Donskoi, native South American, Cordova, Valparaiso, native Smyrna, Russian Camel's hair, and including all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Egypt, Syria, and elsewhere—Value 13c or less lb.—Wool.....	
Wool, sorted.....	32%
Camel's hair, Russian.....	64%
Value over 13c lb.—Wool.....	32%
Wool, sorted.....	50%
Camel's hair, Russian.....	100%
Manufs. composed wholly or in part of wool, worsted, the	50%
hair of the camel, goat, alpaca, or other animals—	
Rags, flocks, noils and waste—Noils.....	30c lb.
Yarn and other wastes.....	do.
Rags and flocks.....	10c lb.
SCHEDULE N—SUNDRIES.	
Feathers and Downs, Crude, Not Dressed—Ostrich feathers	10%
All other.....	do.
Paintings, in oil or water colors.....	do.
Statuary.....	do.
Hatters' plush, black, composed of silk, or of silk and cotton	10%
Articles under section 3, Act of Oct. 1, 1890—Coffee.....	3c lb.
Goatskins, raw.....	1½c lb.
Hides, raw or uncured, whether dry, salted, or pickled, and other skins, except sheepskins with the wool on.....	do.





## THE DINGLEY BILL.

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H. R. 379. FIFTY-FIFTH CONGRESS OF THE UNITED STATES  
OF AMERICA, AT THE FIRST SESSION, BEGUN AND  
HELD IN THE CITY OF WASHINGTON ON MON-  
DAY, THE FIFTEENTH DAY OF MARCH,  
ONE THOUSAND EIGHT HUNDRED  
AND NINETY-SEVEN.

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AN ACT TO PROVIDE REVENUE FOR THE GOVERNMENT  
AND TO ENCOURAGE THE INDUSTRIES OF THE  
UNITED STATES.

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Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That on and after the passage of this Act, unless otherwise specially provided for in this Act, there shall be levied, collected, and paid upon all articles imported from foreign countries, and mentioned in the schedules herein contained, the rates of duty which are, by the schedules and paragraphs, respectfully prescribed, namely:

### SCHEDULE A.

#### CHEMICALS, OILS AND PAINTS :

1. Acids: Acetic or pyroligneous acid, not exceeding the specific gravity of one and forty-seven one-thousandths, three-fourths of one cent per pound; exceeding the specific gravity of one and forty-seven one-thousandths, two cents per pound; boracic acid, five cents per pound; chromic acid and lactic acid, three cents per pound; citric acid, seven cents per pound; salicylic acid, ten cents per pound; sulphuric acid or oil of vitriol not specially provided for in this Act, one-fourth of one cent per pound; tannic acid or tannin, fifty cents per pound; gallic acid, ten cents per pound; tartaric acid, seven cents per pound; all other acids not specially provided for in this Act, twenty-five per centum ad valorem.
2. All alcoholic perfumery, including cologne water and



other toilet waters and toilet preparations of all kinds, containing alcohol or in the preparation of which alcohol is used, and alcoholic compounds not specially provided for in this Act, sixty cents per pound and forty-five per centum ad valorem.

3. Alkalies, Alkaloids, distilled oils, essential oils, expressed oils, rendered oils, and all combinations of the foregoing, and all chemical compounds and salts not specially provided for in this Act, twenty five per centum ad valorem.

4. Alumina, hydrate of, or refined bauxite, six-tenths of one cent per pound; alum, alum cake, patent alum, sulphate of alumina, and aluminous cake, and alum in crystals or ground, one-half of one cent per pound.

5. Ammonia, carbonate of, one and one-half cents per pound; muriate of, or sal ammoniac, three-fourths of one cent per pound; sulphate of, three-tenths of one cent per pound.

6. Argols or crude tartar or wine lees crude, containing not more than forty per centum of bitartrate of potash, one cent per pound; containing more than forty per centum of bitartrate of potash, one and one-half cents per pound; tartars and lees crystals, or partly refined argols, containing not more than ninety per centum of bitartrate of potash, and tartrate of soda or potassa, or Rochelle salts, four cents per pound; containing more than ninety per centum of bitartrate of potash, five cents per pound; cream of tartar and patent tartar, six cents per pound.

7. Blacking of all kinds, twenty-five per centum ad valorem.

8. Bleaching powder, or chloride of lime, one-fifth of one cent per pound.

9. Blue vitriol or sulphate of copper, one-half of one cent per pound.

10. Bone char, suitable for use in decolorizing sugars, twenty per centum ad valorem.

11. Borax, five cents per pound; borates of lime or soda, or other borate material not otherwise provided for, containing more than thirty-six per centum of anhydrous boracic acid, four cents per pound; borates of lime or soda, or other borate material not otherwise provided for, containing not more than thirty-six per centum of anhydrous boracic acid, three cents per pound.

12. Camphor, refined, six cents per pound.

13. Chalk (not medicinal nor prepared for toilet purpose) when ground, precipitated naturally or artificially, or otherwise prepared, whether in the form of cubes, blocks, sticks or disks, or otherwise, including tailors', billiard, red or French chalk, one cent per pound. Manufactures of chalk not specially provided for in this Act, twenty-five per centum ad valorem.

14. Chloroform, twenty cents per pound.

15. Coal-tar dyes or colors, not specially provided for in this Act, thirty per centum ad valorem; all other products or preparations of coal tar, not colors or dyes, and not medicinal,

not specially provided for in this Act, twenty per centum ad valorem.

16. Cobalt, oxide of, twenty-five cents per pound.

17. Collodion, and all compounds of pyroxylin, whether known as celluloid or by any other name, fifty cents per pound; rolled or in sheets, unpolished, and not made up into articles, sixty cents per pound; if in finished or partly finished articles, and articles of which collodion or any compound of pyroxylin is the component material of chief value, sixty-five cents per pound and twenty-five per centum ad valorem.

18. Coloring for brandy, wine, beer, or other liquors, fifty per centum ad valorem.

19. Copperas or sulphate of iron, one-fourth of one cent per pound.

20. Drugs, such as barks, beans, berries, balsams, buds, bulbs, bulbous roots, excrescences, fruits, flowers, dried fibers, dried insects, grains, gums and gum resin, herbs, leaves, lichens, mosses, nuts, nutgalls, roots, stems, spices, vegetables, seeds, (aromatic, not garden seeds), seeds of morbid growth, weeds, and woods used expressly for dyeing; any of the foregoing which are drugs and not edible, but which are advanced in value or condition by refining, grinding, or other process, and not specially provided for in this Act, one-fourth of one cent per pound and in addition thereto ten per centum ad valorem.

21. Ethers : Sulphuric, forty cents per pound ; spirits of nitrous ether, twenty-five cents per pound ; fruit ethers, oils, or essences, two dollars per pound ; ethers of all kinds not specially provided for in this Act, one dollar per pound : *Provided*, That no article of this paragraph shall pay a less rate of duty than twenty-five per centum ad valorem.

22. Extracts and decoctions of logwood and other dye-woods, and extracts of barks, such as are commonly used for dyeing or tanning, not especially provided for in this Act, seven-eighths of one cent per pound ; extracts of quebracho and of hemlock bark, one-half of one cent per pound ; extracts of sumac, and of woods other than dyewoods, not specially provided for in this Act, five-eighths of one cent per pound.

23. Gelatin, glue, isinglass or fish glue, and prepared fish bladders or fish sounds, valued at not above ten cents per pound, two and one-half cents per pound ; valued at above ten cents per pound and not above thirty-five cents per pound, twenty-five per centum ad valorem ; valued above thirty-five cents per pound, fifteen cents per pound and twenty per centum ad valorem.

24. Glycerin, crude, not purified, one cent per pound ; refined, three cents per pound.

25. Indigo, extracts, or pastes of, three-fourths of one cent per pound ; carmined, ten cents per pound.

26. Ink and ink powders, twenty-five per centum ad valorem.

27. Iodine, resublimed, twenty cents per pound.

- 28. Iodoform, one dollar per pound.
- 29. Licorice, extracts of, in paste, rolls, or other forms, four and one-half cents per pound.
- 30. Chicle, ten cents per pound.
- 31. Magnesia, carbonate of, medicinal, three cents per pound; calcined, medicinal, seven cents per pound; sulphate of, or Epsom salts, one-fifth of one cent per pound.

## OILS :

- 32. Alizarin assistant, sulpho-ricinoleic acid, and ricinoleic acid by whatever name known, whether liquid, solid, or in paste, in the manufacture of which fifty per centum or more of castor oil is used, thirty cents per gallon; in the manufacture of which less than fifty per centum of castor oil is used, fifteen cents per gallon; all other alizarin assistant, not specially provided for in this Act, thirty per centum ad valorem.
- 33. Castor oil, thirty-five cents per gallon.
- 34. Cod-liver oil, fifteen cents per gallon.
- 35. Cotton-seed oil, four cents per gallon of seven and one-half pounds weight.
- 36. Croton oil, twenty cents per pound.
- 37. Flaxseed, linseed, and poppy-seed oil, raw, boiled, or oxidized, twenty cents per gallon of seven and one-half pounds weight.
- 38. Fusel oil, or amylic alcohol, one-fourth of one cent per pound.
- 39. Hemp-seed oil and rape-seed oil, ten cents per gallon.
- 40. Olive oil, not specially provided for in this Act, forty cents per gallon; in bottles, jars, tins, or similar packages, fifty cents per gallon.
- 41. Peppermint oil, fifty cents per pound.
- 42. Seal, herring, whale, and other fish oil, not specially provided for in this Act, eight cents per gallon.
- 43. Opium, crude or unmanufactured and not adulterated, containing nine per centum and over of morphia, one dollar per pound; morphia or morphine, sulphate of, and all alkaloids or salts of opium, one dollar per ounce; aqueous extract of opium, for medicinal uses, and tincture of, as laudanum, and other liquid preparations of opium, not specially provided for in this Act, forty per centum ad valorem; opium containing less than nine per centum of morphia, and opium prepared for smoking, six dollars per pound; but opium prepared for smoking and other preparations of opium deposited in bonded warehouses shall not be removed therefrom without payment of duties, and such duties shall not be refunded.

## PAINTS, COLORS AND VARNISHES.

- 44. Baryta, sulphate of, or barytes, including barytes earth, unmanufactured, seventy-five cents per ton; manufactured, five dollars and twenty-five cents per ton.
- 45. Blues, such as Berlin, Prussian, Chinese, and all

others, containing ferrocyanide of iron, in pulp, dry or ground in or mixed with oil or water, eight cents per pound.

46. Blanc-fixe, or artificial sulphate of barytes, and satin white, or artificial sulphate of lime, one-half of one cent per pound.

47. Black, made from bone, ivory, or vegetable substance by whatever name known, including bone black or lamp-black, dry or ground in oil or water, twenty-five per centum ad valorem.

48. Chrom yellow, chrome green, and all other chromium colors in the manufacture of which, lead and bichromate of potash or soda are used, in pulp, dry, or ground in or mixed with oil or water, four and one-half cents per pound.

49. Ocher and ochery earths, sienna and sienna earths, and umber and umber earths, not specially provided for, when crude or not powdered, washed or pulverized, one-eighth of one cent per pound; if powdered, washed or pulverized, three-eighths of one cent per pound; if ground in oil or water, one and one half cents per pound.

50. Orange mineral, three and three-eighths cents per pound.

51. Red lead, two and seven-eighths cents per pound.

52. Ultramarine blue, whether, dry, in pulp or mixed with water, and wash blue containing ultra-marine, three and three-fourth cents per pound.

53. Varnishes, including so-called gold size or japan, thirty-five per centum ad valorem; spirit varnishes, one dollar and thirty-two cents per gallon and thirty-five per centum ad valorem.

54. Vermillion red, and other colors containing quicksilver, dry or ground in oil or water, ten cents per pound; when not containing quicksilver but made of lead or containing lead, five cents per pound.

55. White lead, white paint and pigment containing lead, dry or in pulp, or ground or mixed with oil, two and seven-eighths cents per pound.

56. Whiting and Paris white, dry, one fourth of one cent per pound; ground in oil, or putty, one cent per pound.

57. Zinc, oxide of, and white paint or pigment, containing zinc, but not containing lead, dry, one cent per pound; ground in oil, one and three-fourth cents per pound; sulfid of zinc white, or white sulphide of zinc, one and one-fourth cents per pound; chloride of zinc and sulphate of zinc, one cent per pound.

58. All paints, colors, pigments, lakes, crayons, smalts and frostings, whether crude or dry or mixed, or ground with water or oil, or with solutions other than oil, not otherwise specially provided for in this Act, thirty per centum ad valorem; all paints, colors and pigments, commonly known as artists' paints or colors, whether in tubes, pans, cakes or other forms, thirty per centum ad valorem.

59. Paris green, and London purple, fifteen per centum ad valorem.

60. Lead: Acetate of, white, three and one-fourth cents per pound; brown, gray, or yellow, two and one-fourth cents per pound; nitrate of, two and one-half cents per pound; litharge, two and three-fourths cents per pound.

61. Phosphorus, eighteen cents per pound.

#### POTASH:

62. Bichromate and chromate of, three cents per pound.

63. Caustic or hydrate of, refined, in sticks or rolls, one cent per pound; chlorate of, two and one-half cents per pound.

64. Hydriodate, iodide, and iodate of, twenty-five cents per pound.

65. Nitrate of, or saltpeter, refined, one-half cent per pound.

66. Prussiate of, red, eight cents per pound; yellow, four cents per pound; cyanide of potassium, twelve and one-half per centum ad valorem.

#### PREPARATIONS:

67. Medicinal preparations containing alcohol, or in the preparation of which alcohol is used, not specially provided for in this Act, fifty-five cents per pound, but in no case shall the same pay less than twenty-five per centum ad valorem.

68. Medicinal preparations not containing alcohol, or in the preparation of which alcohol is not used, not specially provided for in this Act, twenty-five per centum ad valorem; calomel and other mercurial medicinal preparations, thirty-five per centum ad valorem.

69. Plasters, healing or curative, of all kinds, and court-plaster, thirty-five per centum ad valorem.

70. Preparations used as applications to the hair, mouth, teeth, or skin, such as cosmetics, dentifrices, pastes, pomades, powders, and other toilet articles, and articles of perfumery, whether in sachets or otherwise, not containing alcohol or in the manufacture of which alcohol is not used, and not specially provided for in this Act, fifty per centum ad valorem.

71. Santonin, and all salts thereof containing eighty per centum or over of santonin, one dollar per pound.

#### SOAP:

72. Castile soap, one and one-fourth cents per pound; fancy, perfumed, and all descriptions of toilet soap, including so-called medicinal or medicated soaps, fifteen cents per pound; all other soaps not specially provided for in this Act, twenty per centum ad valorem.

#### SODA:

73. Bicarbonate of soda, or supercarbonate of soda, or saleratus, and other alkalies containing fifty per centum or



more of bicarbonate of soda, three-fourths of one cent per pound.

74. Bichromate and chromate of soda, two cents per pound.

75. Crystal carbonate of soda, or concentrated soda crystals, or monohydrate, or sesquicarbonate of soda, three-tenths of one cent per pound; chlorate of soda, two cents per pound.

76. Hydrate of, or caustic soda, three fourths of one cent per pound; nitrite of soda, two and one-half cents per pound; hypo-sulphite and sulphide of soda, one-half of one cent per pound.

77. Sal soda, or soda crystals, not concentrated, two-tenths of one cent per pound.

78. Soda ash, three-eighths of one cent per pound; arseniate of soda, one and one-fourth cents per pound.

79. Silicate of soda, or other alkaline silicate, one-half of one cent per pound.

80. Sulphate of soda, or salt cake, or niter cake, one dollar and twenty-five cents per ton.

81. Sea moss, ten per centum ad valorem.

82. Sponges, twenty per centum ad valorem; manufactures of sponges, or of which sponges is the component material of chief value, not specially provided for in this Act, forty per centum ad valorem.

83. Strychnia, or strychnine, and all salts thereof, thirty cents per ounce.

84. Sulphur, refined, or sublimed, or flowers of, eight dollars per ton.

85. Sumac, ground, three-tenths of one cent per pound.

86. Vanillin, eighty cents per ounce.

### SCHEDULE B.

#### EARTHS, EARTHENWARE, AND GLASSWARE, BRICK AND TILE:

87. Fire-brick, weighing not more than ten pounds each, not glazed, enameled, ornamented, or decorated in any manner, one dollar and twenty-five cents per ton; glazed, enameled, ornamented, or decorated, forty-five per centum ad valorem; brick, other than fire brick, not glazed, enameled, painted, vitrified, ornamented, or decorated in any manner, twenty-five per centum ad valorem; if glazed, enameled, painted, vitrified, ornamented, or decorated in any manner, forty-five per centum ad valorem.

88. Tiles, plain unglazed, one color, exceeding two square inches in size, four cents per square foot; glazed, encaustic, ceramic mosaic, vitrified, semi-vitrified, flint, spar, embossed, enameled, ornamental, hand painted, gold decorated, and all other earthenware tiles, valued at not exceeding forty cents per square foot, eight cents per square foot; exceeding forty cents per square foot, ten cents per square foot and twenty-five per centum ad valorem,



## APPENDIX B.

### CEMENT, LIME, AND PLASTER:

89. Roman, Portland, and other hydraulic cement, in barrels, sacks, or other packages, eight cents per one hundred pounds, including weight of barrel or package; in bulk, seven cents per one hundred pounds; other cement, twenty per centum ad valorem.

90. Lime, five cents per one hundred pounds, including weight of barrel or package.

91. Plaster rock or gypsum, crude, fifty cents per ton; if ground or calcined, two dollars and twenty-five cents per ton; pearl hardening for paper makers' use, twenty per centum ad valorem.

92. Pumice stone, wholly or partially manufactured, six dollars per ton; unmanufactured, fifteen per centum ad valorem.

### CLAYS OR EARTHS:

93. Clays or earths, unwrought or unmanufactured, not specially provided for in this Act, one dollar per ton; wrought or manufactured, not specially provided for in this Act, two dollars per ton; china, clay or kaolin, two dollars and fifty cents per ton; limestone rock asphalt containing not more than fifteen per centum of bitumen, fifty cents per ton; asphaltum and bitumen, not specially provided for in this Act, crude, if not dried, or otherwise advanced in any manner, one dollar and fifty cents per ton; if dried or otherwise advanced in any manner, three dollars per ton; beauxite, or beauxite, crude, not refined or otherwise advanced in condition from its natural state, one dollar per ton; fullers' earth, unwrought and unmanufactured, one dollar and fifty cents per ton; wrought or manufactured, three dollars per ton.

### EARTHENWARE AND CHINA:

94. Common yellow, brown, or gray earthenware, plain, embossed, or salt-glazed common stoneware, and crucibles, all the foregoing not decorated in any manner, twenty-five per centum ad valorem; Rockingham earthenware, not decorated, forty per centum ad valorem.

95. China, porcelain, parian, bisque, earthen, stone, and crockery ware, including clock cases, with or without movements, plaques, ornaments, toys, toy tea sets, charms, vases and statuettes, painted, tinted, stained, enameled, printed, gilded, or otherwise decorated or ornamented in any manner, sixty per centum ad valorem; if plain white and without superadded ornamentation of any kind, fifty-five per centum ad valorem.

96. All other china, procelain, parian, bisque, earthen, stone, and crockery ware, and manufactures thereof, or of which the same is the component material of chief value, by whatever name known, not specially provided for in this Act, if painted, tinted, stained, enameled, printed, gilded, or otherwise decorated or ornamented in any manner, sixty per centum

## APPENDIX B.

ad valorem; if not ornamented or decorated, fifty-five per centum ad valorem.

97. Articles and wares composed wholly or in chief value of earthy or mineral substances or carbon, not specially provided for in this Act, if not decorated in any manner, thirty-five per centum ad valorem; if decorated, forty-five per centum ad valorem.

98. Gas retorts, three dollars each; lava tips for burners, ten cents per gross and fifteen per centum ad valorem; carbons for electric lighting, ninety cents per hundred; filter tubes, forty-five per centum ad valorem; porous carbon pots for electric batteries, without metallic connections twenty per centum ad valorem.

### GLASS AND GLASSWARE:

99. Plain green or colored, molded or pressed, and flint and lime, or lead glass bottles, vials, jars, and covered or uncovered demijohns and carboys, any of the foregoing, filled or unfilled, not otherwise specially provided for, and whether their contents be dutiable or free, (except such as contain merchandise subject to an ad valorem rate of duty, or to a rate of duty based in whole or in part upon the value thereof, which shall be dutiable at the rate applicable to their contents), shall pay duty as follows: If holding more than one pint, one cent per pound; if holding not more than one pint and not less than one-fourth of a pint, one and one-half cents per pound; if holding less than one-fourth of a pint, fifty cents per gross; *Provided*, That none of the above articles shall pay a less rate of duty than forty per centum ad valorem.

100. Glass, bottles, decanters, or other vessels or articles of glass, cut, engraved, painted, colored, stained, silvered, gilded, etched, frosted, printed in any manner or otherwise ornamented, decorated, or ground, (except such grinding as is necessary for fitting stoppers,) and any articles of which such glass is the component material of chief value, and porcelain, opal and other blown glassware; all the foregoing, filled or unfilled, and whether their contents be dutiable or free, sixty per centum ad valorem.

101. Unpolished, cylinder, crown, and common window glass, not exceeding ten by fifteen inches square, one and three-eighths cents per pound; above that, and not exceeding sixteen by twenty-four inches square, one and seven-eighths cents per pound; above that, and not exceeding twenty-four by thirty inches square, two and three-eighths cents per pound; above that, and not exceeding twenty-four by thirty-six inches square, two and seven-eighths cents per pound; above that, and not exceeding thirty by forty inches square, three and three-eighths cents per pound; above that, and not exceeding forty by sixty inches square, three and seven-eighths cents per pound; above that, four and three-eighths cents per pound: *Provided*, That unpolished, cylinder, crown, and common win-

dow glass, imported in boxes, shall contain fifty square feet, as nearly as sizes will permit, and the duty shall be computed thereon, according to the actual weight of glass.

102. Cylinder and crown glass, polished, not exceeding sixteen by twenty-four inches square, four cents per square foot; above that, and not exceeding twenty-four by thirty inches square, six cents per square foot; above that, and not exceeding twenty-four by sixty inches square, fifteen cents per square foot; above that, twenty cents per square foot.

103. Fluted, rolled, ribbed or rough plate glass, or the same containing a wire netting within itself, not including crown, cylinder, or common window glass, not exceeding sixteen by twenty-four inches square, three-fourths of one cent per square foot; above that, and not exceeding twenty-four by thirty inches square, one and one-fourth cents per square foot; all above that, one and three-fourths cents per square foot; and all fluted, rolled, ribbed, or rough plate glass, weighing over one hundred pounds per one hundred square feet, shall pay an additional duty on the excess at the same rates herein imposed: *Provided*, That all of the above plate glass, when ground, smoothed, or otherwise obscured, shall be subject to the same rate of duty as cast polished plate glass unsilvered.

104. Cast polished plate glass, finished or unfinished and unsilvered, not exceeding sixteen by twenty-four inches square, eight cents per square foot; above that, and not exceeding twenty-four by thirty inches square, ten cents per square foot; above that, and not exceeding twenty-four by sixty inches square, twenty-two and one-half cents per square foot; all above that, thirty-five cents per square foot.

105. Cast, polished plate glass, silvered, cylinder and crown glass, silvered, and looking glass plates, exceeding in size one hundred and forty-four square inches and not exceeding sixteen by twenty-four inches square, eleven cents per square foot; above that, and not exceeding twenty-four by thirty inches square, thirteen cents per square foot; above that, and not exceeding twenty-four by sixty inches square, twenty-five cents per square foot; all above that, thirty-eight cents per square foot.

106. But no looking-glass plates or plate glass, silvered, when framed, shall pay a less rate of duty than that imposed upon similar glass of like description not framed, but shall pay in addition thereto upon such frames the rate of duty applicable thereto when imported separate.

107. Cast polished plate glass, silvered or unsilvered, and cylinder, crown, or common window glass, silvered or unsilvered, when bent, ground, obscured, frosted, sanded, enameled, beveled, etched, embossed, engraved, flashed, stained, colored, painted, or otherwise ornamented or decorated, shall be subject to a duty of five per centum ad valorem in addition to the rates otherwise chargeable thereon.

108. Spectacles, eyeglasses, and goggles, and frames for

the same, or parts thereof, finished or unfinished, valued at not over forty cents per dozen, twenty cents per dozen and fifteen per centum ad valorem; valued at over forty cents per dozen and not over one dollar and fifty cents per dozen, forty-five cents per dozen and twenty per centum ad valorem; valued at over one dollar and fifty cents per dozen, fifty per centum ad valorem.

109. Lenses of glass or pebble, ground and polished to a spherical, cylindrical, or prismatic form, and ground and polished plano or coquill glasses, wholly or partly manufactured, with the edges unground, forty-five per centum ad valorem; if with their edges ground or beveled, ten cents per dozen pairs and forty-five per centum ad valorem.

110. Strips of glass, not more than three inches wide, ground or polished on one or both sides to a cylindrical or prismatic form, and glass slides for magic lanterns, forty-five per centum ad valorem.

111. Opera and field glasses, telescopes and microscopes, photographic and projecting lenses and optical instruments, and frames or mountings for the same; all the foregoing not specially provided for in this Act, forty-five per centum ad valorem.

112. Stained or painted glass windows, or parts thereof, and all mirrors, not exceeding in size one hundred and forty-four square inches, with or without frames or cases, and all glass or manufactures of glass or paste, or of which glass or paste is the component material of chief value, not specially provided for in this Act, forty-five per centum ad valorem.

113. Fusible enamel, twenty-five per centum ad valorem.

#### MARBLE AND STONE, AND MANUFACTURES OF:

114. Marble in block, rough or squared only, sixty-five cents per cubic foot; onyx in block, rough or squared, one dollar and fifty cents per cubic foot; marble or onyx, sawed or dressed, over two inches in thickness, one dollar and ten cents per cubic foot; slabs or paving tiles of marble or onyx, containing not less than four superficial inches, if not more than one inch in thickness, twelve cents per superficial foot; if more than one inch and not more than one-half inches in thickness, fifteen cents per superficial foot; if more than one and one-half inches and not more than two inches in thickness, eighteen cents per superficial foot; if rubbed in whole or in part, three cents per superficial foot in addition; mosaic cubes of marble, onyx, or stone, not exceeding two cubic inches in size, if loose, one cent per pound and twenty per centum ad valorem; if attached to paper or other material, twenty cents per superficial foot and thirty-five per centum ad valorem.

115. Manufactures of agate, alabaster, chalcedony, chrysolite, coral, cornelian, garnet, jasper, jet, malachite, marble, onyx, rock crystal, or spar, including clock cases with or with-

out movements, not specially provided for in this Act, fifty per centum ad valorem.

#### STONE :

116. Burr stones, manufactured or bound up into mill-stones, fifteen per centum ad valorem.

117. Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble or onyx, unmanufactured or undressed, not specially provided for in this Act, twelve cents per cubic foot.

118. Freestone, granite, sandstone, limestone, and other building or monumental stone, except marble and onyx, not specially provided for in this Act, hewn, dressed, or polished, fifty per centum ad valorem.

119. Grindstones, finished or unfinished, one dollar and seventy-five cents per ton.

#### SLATE:

120. Slates, slate chimney-pieces, mantels, slabs for tables, roofing slates, and all other manufactures of slate, not specially provided for in this Act, twenty per centum ad valorem.

### SCHEDULE C.

#### METALS AND MANUFACTURES OF:

121. Iron ore, including manganiferous iron ore, and the dross or residuum from burnt pyrites, forty cents per ton: *Provided*, That in levying and collecting the duty on iron ore no deduction shall be made from the weight of the ore on account of moisture which may be chemically or physically combined therewith; basic slag, ground or unground, one dollar per ton.

122. Iron in pigs, iron kentledge, spiegeleisen, ferro-manganese, ferro-silicon, wrought and cast scrap iron, and scrap steel, four dollars per ton; but nothing shall be deemed scrap iron or scrap steel except waste or refuse iron or steel fit only to be remanufactured.

123. Bar iron, square iron, rolled or hammered, comprising flats not less than one inch wide nor less than three-eighths of one inch thick, round iron not less than seven-sixteenths of one inch in diameter, six-tenths of one cent per pound.

124. Round iron, in coils or rods, less than seven-sixteenths of one inch in diameter, and bars or shapes of rolled or hammered iron, not specially provided for in this Act, eight-tenths of one cent per pound: *Provided*, That all iron in slabs, blooms, loops, or other forms less finished than iron in bars, and more advanced than pig iron, except castings, shall be subject to a duty of five-tenths of one cent per pound: *Provided further*, That all iron bars, blooms, billets, or sizes or



shapes of any kind, in the manufacture of which charcoal is used as fuel, shall be subject to a duty of twelve dollars per ton.

125. Beams, girders, joists, angles, channels, car-truck channels, T. T. columns and posts or parts or sections of columns and posts, deck and bulb beams, and building forms, together with all other structural shapes of iron or steel, whether plain or punched, or fitted for use, five-tenths of one cent per pound.

126. Boiler or other plate iron or steel, except crucible plate steel and saw plates hereinafter provided for, not thinner than number ten wire gauge, sheared or unsheared, and skelp iron or steel, sheared or rolled in grooves, valued at one cent per pound or less, five-tenths of one cent per pound; valued above one cent and not above two cents per pound, six-tenths of one cent per pound; valued above two cents and not above four cents per pound, one cent per pound; valued at over four cents per pound, twenty-five per centum ad valorem: *Provided*, That all sheets or plates of iron or steel thinner than number ten wire gauge shall pay duty as iron or steel sheets.

127. Iron or steel anchors or parts thereof, one and one-half cents per pound; forgings of iron or steel, or of combined iron and steel, of whatever shape or whatever degree or stage of manufacture, not specially provided for in this Act, thirty-five per centum ad valorem; anti-friction ball forgings of iron or steel, or of combined iron and steel, forty-five per centum ad valorem.

128. Hoop, band, or scroll iron or steel, not otherwise provided for in this Act, valued at three cents per pound or less, eight inches or less in width, and less than three-eighths of one inch thick and not thinner than number ten wire gauge, five-tenths of one cent per pound; thinner than number ten wire gauge, and not thinner than number twenty wire gauge, six-tenths of one cent per pound; thinner than number twenty wire gauge, eight-tenths of one cent per pound: *Provided*, that barrel-hoops of iron or steel, and hoop or band iron or hoop or band steel flared, splayed, or punched, with or without buckles or fastenings, shall pay one-tenth of one cent per pound more duty than that imposed on the hoop or band iron or steel from which they are made; steel bands or strips, untempered, suitable for making band saws, three cents per pound and twenty per centum ad valorem; if tempered, or tempered and polished, six cents per pound and twenty per centum ad valorem,

129. Hoop or band iron, or hoop or band steel, cut to lengths, or wholly or partly manufactured into hoops or ties, coated or not coated with paint or any other preparation, with or without buckles or fastenings, for baling cotton or any other commodity, five-tenths of one cent per pound.

130. Railway bars, made of iron or steel, and railway bars made in part of steel, T. rails, and punched iron or steel



flat rails, seven-twentieths of one cent per pound ; railway fish plates or splice bars made of iron or steel, four-tenths of one cent per pound.

131. Sheets of iron or steel, common or black, of whatever dimensions, and skelp iron or steel, valued at three cents per pound or less, thinner than number ten and not thinner than number twenty wire gauge, seven-tenths of one cent per pound ; thinner than number twenty wire gauge and not thinner than number twenty-five wire gauge, eight-tenths of one cent per pound ; thinner than number twenty-five wire gauge and not thinner than number thirty-two wire gauge, one and one-tenth cents per pound ; thinner than number thirty-two wire gauge, one and two-tenths cents per pound ; corrugated or crimped, one and one-tenth cents per pound : *Provided*, That all sheets of common or black iron or steel not thinner than number ten wire gauge shall pay duty as plate iron or plate steel.

132. All iron or steel sheets or plates, and all hoop, band, or scroll iron or steel, excepting what are known commercially as tin plates, terne plates, and taggers tin, and hereinafter provided for, when galvanized, or coated with zinc, spelter, or other metals, or any alloy of those metals, shall pay two-tenths of one cent per pound more duty than if the same was not so galvanized or coated.

133. Sheets of iron or steel, polished, planished, or glanced, by whatever name designated, two cents per pound ; *Provided*, That plates or sheets of iron or steel, by whatever name designated, other than the polished, planished, or glanced herein provided for, which has been pickled or cleaned by acid, or by any other material or process, or which are cold rolled, smoothed only, not polished, shall pay two-tenths of one cent per pound more duty than the corresponding gauges of common or black sheet iron or steel.

134. Sheets or plates of iron or steel, or taggers iron or steel, coated with tin or lead, or with a mixture of which these metals, or either of them, is a component part, by the dipping or any other process, and commercially known as tin plates, terne plates, and taggers tin, one and one-half cents per pound.

135. Steel ingots, cogged ingots, blooms, and slabs, by whatever process made ; die blocks or blanks ; billets and bars and tapered or beveled bars ; mill shafting ; pressed, sheared or stamped shapes ; saw plates, wholly or partially manufactured ; hammer molds or swaged steel ; gun-barrel molds not in bars ; alloys used as substitutes for steel in the manufacture of tools ; all descriptions and shapes of dry sand, loam, or iron molded steel castings ; sheets and plates and steel in all forms and shapes not specially provided for in this Act, all of the above valued at one cent per pound or less, three-tenths of one cent per pound ; valued above one cent and not above one and four-tenths cents per pound, four-tenths of one cent per pound ; valued above one and four-tenths cents and not above

one and eight-tenths cents per pound, six-tenths of one cent per pound; valued above one and eight-tenths cents and not above two and two-tenths cents per pound, seven-tenths of one cent per pound; valued above two and two-tenths cents and not above three cents per pound, nine-tenths of one cent per pound; valued above three cents per pound and not above four cents per pound, one and two-tenths cents per pound; valued above four cents and not above seven cents per pound, one and three-tenths cents per pound; valued above seven cents and not above ten cents per pound, two cents per pound; valued above ten cents and not above thirteen cents per pound, two and four-tenths cents per pound; valued above thirteen cents and not above sixteen cents per pound, two and eight-tenths cents per pound; valued above sixteen cents per pound, four and seven-tenths cents per pound.

## WIRE:

136. Wire rods: Rivet, screw, fence, and other iron or steel wire rods, whether round, oval, flat, or square, or in any other shape, and nail rods, in coils, or otherwise, valued at four cents or less per pound, four-tenths one cent per pound; valued over four cents per pound, three-fourths of one cent per pound: *Provided*, That all round iron or steel rods smaller than number six wire gauge shall be classed and dutiable as wire: *Provided further*, That all iron or steel wire rods which have been tempered or treated in any manner, or partly manufactured shall pay an additional duty of one-half of one cent per pound.

137. Round iron or steel wire, not smaller than number thirteen wire gauge, one and one-fourth cents per pound; smaller than number thirteen and not smaller than number sixteen wire gauge, one and one-half cents per pound; smaller than number sixteen wire gauge, two cents per pound: *Provided*, That all the foregoing valued at more than four cents per pound shall pay forty per centum ad valorem. Iron or steel or other wire not specially provided for in this Act, including such as is commonly known as hat wire, or bonnet wire, crinoline wire, corset wire, needle wire, piano wire, clock wire, and watch wire, whether flat or otherwise, and corset clasps, corset steels and dress steels, and sheet steels in strips, twenty-five one-thousandths of an inch thick or thinner, any of the foregoing, whether uncovered or covered with cotton, silk, metal, or other material, valued at more than four cents per pound, forty-five per centum ad valorem: *Provided*, That articles manufactured from iron, steel, brass, or copper wire, shall pay the rate of duty imposed upon the wire used in the manufacture of such articles, and in addition thereto one and one-fourth cents per pound, except that wire rope and wire strand shall pay the maximum rate of duty which would be imposed upon any wire used in the manufacture thereof, and in addition thereto one cent per pound; and on iron or

steel wire coated with zinc, tin, or any other metal, two-tenths of one cent per pound in addition to the rate imposed on the wire from which it is made.

#### GENERAL PROVISIONS.

138. No allowance or reduction of duties for partial loss or damage in consequence of rust or of discoloration shall be made upon any description of iron or steel, or upon any article wholly or partly manufactured of iron or steel, or upon any manufacture of iron or steel.

139. All metal produced from iron or its ores, which is cast and malleable, of whatever description or form, without regard to the percentage of carbon contained therein, whether produced by cementation, or converted, cast, or made from iron or its ores, by the crucible, Bessemer, Clapp-Griffith, pneumatic, Thomas Gilchrist, basic, Siemens-Martin, or open hearth process, or by the equivalent of either, or by a combination of two or more of the processes, or their equivalents, or by any fusion or other process which produces from iron or its ores a metal either granular or fibrous in structure, which is cast and malleable, excepting what is known as malleable iron castings, shall be classed and denominated as steel.

140. No article not specially provided for in this Act, which is wholly or partly manufactured from tin plate, terne plate, or the sheet, plate, hoop, band, or scroll iron or steel herein provided for, or of which such tin plate, terne plate, sheet, plate, hoop, band, or scroll iron or steel shall be the material of chief value, shall pay a lower rate of duty than that imposed upon the tin plate, terne plate, or sheet, plate, hoop, band, scroll iron or steel from which it is made, or of which it shall be the component thereof of chief value.

141. On all iron or steel bars or rods of whatever shape or section which are cold rolled, cold drawn, cold hammered, or polished in any way in addition to the ordinary process of hot rolling or hammering, there shall be paid one-fourth of one cent per pound in addition to the rates provided in this Act on bars or rods of whatever section or shape which are hot rolled; and on all strips, plates, or sheets of iron or steel of whatever shape, other than the polished, planished, or glanced sheet-iron or sheet-steel hereinbefore provided for, which are cold rolled, cold hammered, blued, brightened, tempered, or polished by any process to such perfected surface finish or polish better than the grade of cold rolled, smoothed only, hereinbefore provided for, there shall be paid one cent per pound in addition to the rates provided for in this Act upon plates, strips, or sheets of iron or steel of common or black finish; and on steel circular saw plates there shall be paid one-half of one cent per pound in addition to the rate provided in this Act for steel saw plates.

## MANUFACTURES OF IRON AND STEEL.

142. Anvils of iron or steel, or of iron and steel combined, by whatever process made, or in whatever stage of manufacture, one and seven-eighths cents per pound.

143. Axles, or parts thereof, axle bars, axle blanks, or forgings for axles, whether of iron or steel, without reference to the stage or state of manufacture, valued at not more than six cents per pound, one cent per pound: *Provided*, That when iron or steel axles are imported fitted in wheels, or parts of wheels, of iron or steel, they shall be dutiable at the same rate as the wheels in which they are fitted.

144. Blacksmiths' hammers and sledges, track tools, wedges, and crowbars, whether of iron or steel, one and one-half cents per pound.

145. Bolts, with or without threads or nuts, or bolt blanks, and finished hinges or hinge blanks, whether of iron or steel, one and one-half cents per pound.

146. Card, clothing, manufactured from tempered steel wire, forty-five cents per square foot; all other, twenty cents per square foot.

147. Cast-iron pipe of every description, four-tenths of one cent per pound.

148. Cast-iron vessels, plates, stove plates, andirons, sad-irons, tailors' irons, hatters' irons, and castings of iron, not specially provided for in this Act, eight-tenths of one cent per pound.

149. Castings of malleable iron not specially provided for in this Act, nine-tenth of one cent per pound.

150. Cast hollow-ware, coated, glazed, or tinned, two cents per pound.

151. Chain or chains of all kinds, made of iron or steel, not less than three-fourths of one inch in diameter, one and one-eighth cents per pound; less than three-fourths of one inch and not less than three-eighths of one inch in diameter, one and three-eighths cents per pound; less than three-eighths of one inch in diameter and not less than five-sixteenths of one inch in diameter, one and seven-eighths cents per pound; less than five-sixteenths of one inch in diameter, three cents per pound; but no chain or chains of any description shall pay a lower rate of duty than forty-five per centum ad valorem.

152. Lap welded, butt welded, seamed, or jointed iron or steel boiler tubes, pipes, flues, or stays, not thinner than number sixteen wire gauge, two cents per pound; welded cylindrical furnaces, made from plate metal, two and one-half cents per pound; all other iron or steel tubes, finished, not specially provided for in this Act, thirty-five per centum ad valorem.

## CUTLERY:

153. Pen knives or pocket knives, clasp knives, pruning knives, and budding knives of all kinds, or parts thereof, and erasers or manicure knives, or parts thereof, wholly or partly manufactured, valued at not more than forty cents per dozen, forty per centum ad valorem; valued at more than forty cents per dozen and not exceeding fifty cents per dozen, one cent per piece and forty per centum ad valorem; valued at more than fifty cents per dozen and not exceeding one dollar and twenty-five cents per dozen, five cents per piece and forty per centum ad valorem; valued at more than one dollar and twenty-five cents and not exceeding three dollars per dozen, ten cents per piece and forty per centum ad valorem; valued at more than three dollars per dozen, twenty cents per piece and forty per centum ad valorem: *Provided*, That blades, handles, or other parts of either or any of the foregoing articles, imported in any other manner than assembled in finished knives or erasers shall be subject to no less rate of duty than herein provided for pen knives, pocket knives, clasp knives, pruning knives, manicure knives, and erasers valued at more than fifty and not more than one dollar and fifty cents per dozen. Razors and razor blades, finished or unfinished, valued at less than one dollar and fifty cents per dozen, fifty cents per dozen and fifteen per centum ad valorem; valued at one dollar and fifty cents per dozen and less than three dollars per dozen, one dollar per dozen and fifteen per centum ad valorem; valued at three dollars per dozen or more, one dollar and seventy-five cents per dozen and twenty per centum ad valorem. Scissors and shears, and blades for the same, finished or unfinished, valued at not more than fifty cents per dozen, fifteen cents per dozen and fifteen per centum ad valorem; valued at more than fifty cents and not more than one dollar and seventy-five cents per dozen, fifty cents per dozen and fifteen per centum ad valorem; valued at more than one dollar and seventy-five cents per dozen, seventy-five cents per dozen and twenty-five per centum ad valorem.

154. Swords, sword blades, and side arms, thirty-five per centum ad valorem.

155. Table, butchers', carving, cooks', hunting, kitchen, bread, butter, vegetable, fruit, cheese, plumbers', painters', palette, artists', and shoe knives, forks and steels, finished or unfinished, with handles of mother-of-pearl, shell or ivory, sixteen cents each; with handles of deer horn, twelve cents each; with handles of hard rubber, solid bone, celluloid or any pyroxyline material, five cents each; with handles of any other material than those above mentioned, one and one-half cents each, and in addition, on all the above articles, fifteen per centum ad valorem: *Provided*, That none of the above named articles shall pay a less rate of duty than forty-five per centum ad valorem.



156. Files, file blanks, rasps, and floats, of all cuts and kinds, two and one-half inches in length and under, thirty cents per dozen; over two and one-half inches in length and not over four and one-half inches, fifty cents per dozen; over four and one-half inches in length and under seven inches, seventy-five cents per dozen; seven inches in length and over, one dollar per dozen.

## FIREARMS:

157. Muskets, muzzle-loading shot guns, rifles, and parts thereof, twenty-five per centum ad valorem.

158. Double-barreled, sporting, breech loading shot guns, combination shot guns and rifles, valued at not more than five dollars, one dollar and fifty cents each and in addition thereto fifteen per centum ad valorem; valued at more than five dollars and not more than ten dollars, four dollars each, and in addition thereto fifteen per centum ad valorem each; valued at more than ten dollars, six dollars each; double barrels for sporting breech loading shot guns and rifles further advanced in manufacture than rough bored only, three dollars each; stocks for double barreled sporting breech loading shot guns and rifles wholly or partially manufactured, three dollars each; and in addition thereto on all such guns and rifles, valued at more than ten dollars each, and on such stocks and barrels, thirty-five per centum ad valorem; on all other parts of such guns or rifles, and fittings for such stocks or barrels, finished or unfinished, fifty per centum ad valorem: *Provided*, That all double barrel, sporting, breech loading shot guns and rifles imported without a lock or locks or other fittings shall be subject to a duty of six dollars each and thirty-five per centum ad valorem; single barreled breech loading shot guns, or parts thereof, except as otherwise specially provided for in this Act, one dollar each and thirty-five per centum ad valorem. Revolving pistols or parts thereof, seventy-five cents each and twenty-five per centum ad valorem.

159. Sheets, plates, wares, or articles of iron, steel or other metal enameled or glazed with vitreous glasses, forty per centum ad valorem.

## NAILS, SPIKES, TACKS, AND NEEDLES:

160. Cut nails and cut spikes of iron or steel, six-tenths of one cent per pound.

161. Horseshoe nails, hob nails, and all other wrought iron or steel nails not specially provided for in this Act, two and one-fourth cents per pound.

162. Wire nails made of wrought iron or steel, not less than one inch in length and not lighter than number sixteen wire gauge, one-half of one cent per pound; less than one inch in length and lighter than number sixteen wire gauge, one cent per pound.



163. Spikes, nuts, and washers, and horse, mule, or ox shoes, of wrought iron or steel, one cent per pound.

164. Cut tacks, brads, or sprigs, not exceeding sixteen ounces to the thousand, one and one-fourth cents per thousand; exceeding sixteen ounces to the thousand, one and one-half cents per pound.

165. Needles for knitting or sewing machines, including latch needles, one dollar per thousand and twenty-five per centum ad valorem; crochet needles and tape needles, knitting and all other needles, not specially provided for in this Act, and bodkins of metal, twenty-five per centum ad valorem.

#### PLATES:

166. Steel plates engraved, stereotype plates, electrotpe plates, and plates of other materials, engraved or lithographed, for printing twenty-five per centum ad valorem.

167. Rivets of iron or steel, two cents per pound.

#### SAWS:

168. Crosscut saws, six cents per linear foot; mill saws, ten cents per linear foot; pit, and drag saws, eight cents per linear foot; circular saws, twenty-five per centum ad valorem; steel band saws, finished or further advanced than tempered and polished, ten cents per pound and twenty per centum ad valorem; hand, back, and all other saws, not specially provided for in this Act, thirty per centum ad valorem.

169. Screws, commonly called wood screws, made of iron or steel, more than two inches in length, four cents per pound; over one inch and not more than two inches in length, six cents per pound; over one-half inch and not more than one inch in length, eight and one-half cents per pound; one-half inch and less in length, twelve cents per pound.

170. Umbrella and parasol ribs and stretchers, composed in chief value of iron, steel, or other metal, in frames or otherwise, fifty per centum ad valorem.

171. Wheels for railway purposes, or parts thereof, made of iron or steel, and steel-tired wheels for railway purposes, whether wholly or partly finished; and iron or steel locomotive, car, or other railway tires or parts thereof, wholly or partly manufactured, one and one-half cents per pound; and ingots, cogged ingots, blooms, or blanks for the same, without regard to the degree of manufacture, one and one-fourth cents per pound: *Provided*, That when wheels for railway purposes, or parts thereof, of iron or steel, are imported with iron or steel axles fitted in them, the wheels and axles together shall be dutiable at the same rate as is provided for the wheels when imported separately.

#### MISCELLANEOUS METALS AND MAUFACTURES OF:

172. Aluminum, and alloys of any kind in which alu-

minum is the component material of chief value, in crude form, eight cents per pound; in plates, sheets, bars, and rods, thirteen cents per pound.

173. Antimony, as regulus or metal, three-fourths of one cent per pound.

174. Argentine, albata, or German silver, unmanufactured, twenty-five per centum ad valorem.

175. Bronze powder, twelve cents per pound; bronze or Dutch metal or aluminum, in leaf, six cents per package of one hundred leaves.

176. Copper in rolled plates called braziers' copper sheets, rods, pipes, and copper bottoms, two and one-half cents per pound; sheathing or yellow metal of which copper is the component material of chief value, and not composed wholly or in part of iron ungalvanized, two cents per pound.

#### GOLD AND SILVER:

177. Gold leaf, one dollar and seventy-five cents per package of five hundred leaves.

178. Silver leaf, seventy-five cents per package of five hundred leaves.

179. Tinsel wire, lame or lahn, made wholly or in chief value of gold, silver, or other metal, five cents per pound; bullions and metal threads, made wholly or in chief value of tinsel wire, lame or lahn, five cents per pound and thirty-five per centum ad valorem; laces, embroideries, braids, galloons, trimmings, or other articles made wholly or in chief value of tinsel wire, lame or lahn bullions, or metal threads, sixty per centum ad valorem.

180. Hooks and eyes, metallic, whether loose, carded or otherwise, including weight of cards, cartons, and immediate wrappings and labels, five and one-half cents per pound and fifteen per centum ad valorem.

#### LEAD:

181. Lead-bearing ore of all kinds, one and one-half cents per pound on the lead contained therein: *Provided*, that on all importations of lead-bearing ores the duties shall be estimated at the port of entry, and a bond given in double the amount of such estimated duties for the transportation of the ores by common carriers bonded for the transportation of appraised or unappraised merchandise to properly equipped sampling or smelting establishments, whether designated as bonded warehouses or otherwise. On the arrival of the ores at such establishments they shall be sampled according to commercial methods under the supervision of Government officers, who shall be stationed at such establishments, and who shall submit the samples thus obtained, to a Government assayer, designated by the Secretary of the Treasury, who shall make a proper assay of the sample, and report the result

to the proper customs officers, and the import entries shall be liquidated thereon, except in case of ores that shall be removed to a bonded warehouse to be refined for exportation as provided by law. And the Secretary of the Treasury is authorized to make all necessary regulations to enforce the provisions of this paragraph.

182. Lead dross, lead bullion or base bullion, lead in pigs and bars, lead in any form not specially provided for in this Act, old refuse lead run into blocks and bars, and old scrap lead fit only to be remanufactured; all the foregoing, two and one-eighth cents per pound; lead in sheets, pipe, shot, glaziers' lead, and lead wire, two and one-half cents per pound.

183. Metallic mineral substances in a crude state, and metals unwrought, not specially provided for in this Act, twenty per centum ad valorem; monazite sand and thorite, six cents per pound.

184. Mica, unmanufactured, or rough trimmed only, six cents per pound and twenty per centum ad valorem; mica, cut or trimmed, twelve cents per pound and twenty per centum ad valorem.

185. Nickel, nickel oxide, alloy of any kind in which nickel is a component material of chief value, in pigs, ingots, bars, or sheets, six cents per pound.

186. Pens, metallic, except gold pens, twelve cents per gross.

187. Penholder tips, penholders or parts thereof, and gold pens, twenty-five per centum ad valorem.

188. Pins with solid heads, without ornamentation, including hair, safety, hat, bonnet, and shawl pins; any of the foregoing composed wholly of brass, copper, iron, steel, or other base metal, not plated, and not commonly known as jewelry, thirty-five per centum ad valorem.

189. Quicksilver, seven cents per pound. The flasks, bottles, or other vessels in which quicksilver is imported shall be subject to the same rate of duty as they would be subjected to if imported empty.

190. Type metal, one and one-half cents per pound for the lead contained therein; new types, twenty-five per centum ad valorem.

191. Watch movements, whether imported in cases or not, if having not more than seven jewels, thirty-five cents each; if having more than seven jewels and not more than eleven jewels, fifty cents each; if having more than eleven jewels and not more than fourteen jewels, seventy-five cents each; if having more than fifteen and not more than seventeen jewels, one dollar and twenty-five cents each; if having more than seventeen jewels, three dollars each, and in addition thereto, on all the foregoing, twenty-five per centum ad valorem; watch cases and parts of watches, including watch dials, chronometers, box or ship, and parts thereof, clocks and

parts thereof, not otherwise provided for in this Act, whether separately packed or otherwise, not composed wholly or in part of china, porcelain, parian, bisque or earthenware, forty per centum ad valorem; all jewels for use in the manufacture of watches or clocks, ten per centum ad valorem.

192. Zinc in blocks, or pigs, one and one-half cents per pound; in sheets, two cents per pound; old and worn-out, fit only to be remanufactured, one cent per pound.

193. Articles or wares not specially provided for in this Act, composed wholly or in part of iron, steel, lead, copper, nickel, pewter, zinc, gold, silver, platinum, aluminum, or other metal, and whether partly or wholly manufactured, forty-five per centum ad valorem.

### SCHEDULE D.

#### WOOD AND MANUFACTURES OF.

194. Timber hewn, sided, or squared (not less than eight inches square), and round timber used for spars or in building wharves, one cent per cubic foot.

195. Sawed boards, planks, deals, and other lumber of whitewood, sycamore, and basswood, one dollar per thousand feet board measure; sawed lumber, not specially provided for in this Act, two dollars per thousand feet board measure; but when lumber of any sort is planed or finished, in addition to the rates herein provided, there shall be levied and paid for each side so planed or finished fifty cents per thousand feet board measure; and if planed on one side and tongued and grooved, one dollar per thousand feet board measure; and if planed on two sides and tongued and grooved, one dollar and fifty cents per thousand feet, board measure; and in estimating board measure under this schedule no deduction shall be made on board measure on account of planing, tonguing and grooving: *Provided*, That if any country or dependency shall impose an export duty upon saw logs, round unmanufactured timber, stave bolts, shingle bolts, or heading bolts, exported to the United States, or a discriminating charge upon boom sticks, or chains used by American citizens in towing logs, the amount of such export duty, tax or other charge, as the case may be, shall be added as an additional duty to the duties imposed upon the articles mentioned in this paragraph when imported from such country or dependency.

196. Paving posts, railroad ties, and telephone, trolley, electric light, and telegraph poles of cedar or other woods, twenty per centum ad valorem.

197. Kindling wood in bundles and not exceeding one-quarter of a cubic foot each, three-tenths of one cent per bundle; if in larger bundles, three-tenths of one cent for each additional quarter of a cubic foot or fractional part thereof.

198. Sawed boards, planks, deals, and all forms of sawed cedar, lignum-vitæ, lancewood, ebony, box, granadilla, maho

gany, rosewood, satinwood, and all other cabinet woods not further manufactured than sawed, fifteen per centum ad valorem; veneers of wood, and wood, unmanufactured, not specially provided for in this Act, twenty per centum ad valorem.

199. Clapboards, one dollar and fifty cents per thousand.

200. Hubs for wheels, posts, heading-bolts, stave-bolts, last-blocks, wagon-blocks, oar-blocks, heading-blocks, and all like blocks or sticks, rough-hewn, sawed or bored, twenty per centum ad valorem; fence posts, ten per centum ad valorem.

201. Laths, twenty five cents per one thousand pieces.

202. Pickets, palings and staves of wood, of all kinds, ten per centum ad valorem.

203. Shingles, thirty cents per thousand.

204. Casks, barrels, and hogsheads (empty), sugar-box shooks, and packing-boxes (empty), and packing-box shooks, of wood, not specially provided for in this Act, thirty per centum ad valorem.

205. Boxes, barrels, or other articles containing oranges, lemons, limes, grape fruit, shaddocks or pomelos, thirty per centum ad valorem; *Provided*, That the thin wood, so called, comprising the sides, tops and bottoms of orange and lemon boxes of the growth and manufacture of the United States, exported as orange and lemon box shooks, may be reimported in completed form, filled with oranges and lemons, by the payment of duty at one-half the rate imposed on similar boxes of entirely foreign growth and manufacture.

206. Chair cane or reeds, wrought or manufactured from rattans or reeds, ten per centum ad valorem; osier or willow prepared for basket makers' use, twenty per centum ad valorem; manufactures of osier or willow, forty per centum ad valorem.

207. Toothpicks of wood or other vegetable substance, two cents per one thousand and fifteen per centum ad valorem; butchers' and packers' skewers of wood, forty cents per thousand.

208. House or cabinet furniture, of wood, wholly or partially finished, and manufactures of wood, or of which wood is the component material of chief value, not specially provided for in this Act, thirty-five per centum ad valorem.

## SCHEDULE E.

### SUGAR, MOLASSES, AND MANUFACTURES OF.

209. Sugars not above number sixteen Dutch standard in color, tank bottoms, sirups of cane juice, melada, concentrated melada, concrete and concentrated molasses, testing by the polariscope not above seventy-five degrees, ninety-five one hundredths of one cent per pound, and for every additional degree shown by the polariscopic test, thirty-five one-thousandths of one cent per pound additional, and fractions of a degree in proportion; and on sugar above number sixteen Dutch stand-



ard in color, and on all sugar which has gone through a process of refining, one cent and ninety-five one hundredths of one cent per pound; molasses testing above forty degrees and not above fifty-six degrees three cents per gallon; testing fifty-six degrees and above, six cents per gallon; sugar drainings and sugar sweepings shall be subject to duty as molasses or sugar, as the case may be, according to polariscope test: *Provided*, That nothing herein contained shall be so construed as to abrogate or in any manner impair or affect the provisions of the treaty of commercial reciprocity concluded between the United States and the King of the Hawaiian Islands on the thirtieth day of January, eighteen hundred and seventy-five, or the provisions of any Act of Congress heretofore passed for the execution of the same.

210. Maple sugar and maple sirup, four cents per pound; glucose or grape sugar, one and one-half cents per pound; sugar cane in its natural state, or unmanufactured, twenty per centum ad valorem.

211. Saccharine, one dollar and fifty cents per pound and ten per centum ad valorem.

212. Sugar candy and all confectionery not specially provided for in this Act, valued at fifteen cents per pound or less, and on sugars after being refined, when tintured, colored or in any way adulterated, four cents per pound and fifteen per centum ad valorem; valued at more than fifteen cents per pound, fifty per centum ad valorem. The weight and the value of the immediate coverings, other than the outer packing case or other covering, shall be included in the dutiable weight and the value of the merchandise.

## SCHEDULE F.

### TABACCO AND MANUFACTURES OF.

213. Wrapper tobacco, and filler tobacco when mixed or packed with more than fifteen per centum of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies when mixed or packed together, if unstemmed, one dollar and eighty-five cents per pound; if stemmed, two dollars and fifty cents per pound; filler tobacco not specially provided for in this Act, if unstemmed, thirty-five cents per pound; if stemmed, fifty cents per pound.

214. The term wrapper tobacco as used in this Act means that quality of leaf tobacco which is suitable for cigar wrappers and the term filler tobacco means all other leaf tobacco. Collectors of customs shall not permit entry to be made, except under regulations to be prescribed by the Secretary of the Treasury, of any leaf tobacco, unless the invoices of the same shall specify in detail the character of such tobacco, whether wrapper or filler, its origin and quality. In the examination for classification of any imported leaf tobacco, at least one bale, box, or package in every ten, and at least one in every



invoice, shall be examined by the appraiser or person authorized by law to make such examination, and at least ten hands shall be examined in each examined bale, box or package.

215. All other tobacco, manufactured or unmanufactured, not specially provided for in this Act, fifty-five cents per pound.

216. Snuff and snuff flour, manufactured of tobacco, ground dry, or damp, and pickled, scented, or otherwise, of all descriptions, fifty-five cents per pound.

217. Cigars, cigarettes, cheroots of all kinds, four dollars and fifty cents per pound and twenty-five per centum ad valorem; and paper cigars and cigarettes, including wrappers, shall be subject to the same duties as are herein imposed upon cigars.

## SCHEDULE G.

### AGRICULTURAL PRODUCTS AND PROVISIONS,

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#### ANIMALS, LIVE:

218. Cattle, if less than one year old, two dollars per head; all other cattle, if valued at not more than fourteen dollars per head, three dollars and seventy-five cents per head; if valued at more than fourteen dollars per head, twenty-seven and one-half per centum ad valorem.

219. Swine, one dollar and fifty cents per head.

220. Horses and mules, valued at one hundred and fifty dollars or less per head, thirty dollars per head; if valued at over one hundred and fifty dollars, twenty-five per centum ad valorem.

221. Sheep, one year old or over, one dollar and fifty cents per head, less than one year old, seventy-five cents per head.

222. All other live animals, not specially provided for in this Act, twenty per centum ad valorem.

#### BREADSTUFFS AND FARINACEOUS SUBSTANCES:

223. Barley, thirty cents per bushel of forty-eight pounds.

224. Barley-malt, forty-five cents per bushel of thirty-four pounds.

225. Barley, pearled, patent, or hulled, two cents per pound.

226. Buckwheat, fifteen cents per bushel of forty-eight pounds.

227. Corn or maize, fifteen cents per bushel of fifty-six pounds.

228. Corn meal, twenty cents per bushel of forty-eight pounds.

229. Maccaroni, vermicelli, and all similar preparations, one and one-half cents per pound.

230. Oats, fifteen cents per bushel.

231. Oatmeal and rolled oats, one cent per pound; oat hulls, ten cents per hundred pounds.

232. Rice, cleaned, two cents per pound; uncleaned rice, or rice free of the outer hull and still having the inner cuticle on, one and one-fourth cents per pound; rice flour, and rice meal, and rice broken which will pass through a sieve known commercially as a number twelve wire sieve, one-fourth of one cent per pound; paddy, or rice having the outer hull on, three-fourths of one cent per pound.

233. Rye, ten cents per bushel; rye-flour, one-half of one cent per pound.

234. Wheat, twenty-five cents per bushel.

235. Wheat flour, twenty-five per centum ad valorem.

#### DAIRY PRODUCTS:

236. Butter, and substitutes therefor, six cents per pound.

237. Cheese, and substitutes therefor, six cents per pound.

238. Milk, fresh, two cents per gallon.

239. Milk, preserved or condensed, or sterilized by heating or other processes, including weight of immediate coverings, two cents per pound; sugar of milk, five cents per pound.

#### FARM AND FIELD PRODUCTS:

240. Beans, forty-five cents per bushel of sixty pounds.

241. Beans, peas, and mushrooms, prepared or preserved, in tins, jars, bottles, or similar packages, two and one-half cents per pound, including the weight of all tins, jars and other immediate coverings; all vegetables, prepared or preserved, including pickles and sauces of all kinds, not specially provided for in this Act, and fish paste or sauce, forty per centum ad valorem.

242. Cabbages, three cents each.

243. Cider, five cents per gallon.

244. Eggs, not specially provided for in this Act, five cents per dozen.

245. Eggs, yolk of, twenty-five per centum ad valorem; albumen, egg or blood, three cents per pound; dried blood, when soluble, one and one-half cents per pound.

246. Hay, four dollars per ton.

247. Honey, twenty cents per gallon.

248. Hops, twelve cents per pound; hop extract and lupulin, fifty per centum ad valorem.

249. Onions, forty cents per bushel; garlic, one cent per pound.

250. Pease, green, in bulk or in barrels, sacks, or similar packages, and seed pease, forty cents per bushel of sixty pounds; pease, dried, not specially provided for, thirty cents per bushel; split pease, forty cents per bushel of sixty pounds; pease in cartons, papers, or other small packages, one cent per pound.

251. Orchids, palms, dracaenas, crotons and azaleas, tulips, hyacinths, narcissi, jonquils, lilies, lilies of the valley, and all other bulbs, bulbous roots, or corms, which are cultivated for their flowers, and natural flowers of all kinds, preserved or fresh, suitable for decorative purposes, twenty-five per centum ad valorem.

252. Stocks, cuttings or seedlings of Myrobolan plum, Mahaleb or Mazzard cherry, three years old or less, fifty cents per thousand plants and fifteen per centum ad valorem; stocks, cuttings or seedlings, of pear, apple, quince and the St. Julien plum, three years old or less, and evergreen seedlings, one dollar per thousand plants and fifteen per centum ad valorem; rose plants, budded, grafted, or grown on their own roots, two and one-half cents each; stocks, cuttings and seedlings of all fruit and ornamental trees, deciduous and evergreen, shrubs and vines, manetti, multiflora, and brier rose, and all trees, shrubs, plants and vines, commonly known as nursery or greenhouse stock, not specially provided for in this Act, twenty-five per centum ad valorem.

253. Potatoes, twenty-five cents per bushel of sixty pounds.

254. Seeds: Castor beans or seeds, twenty-five cents per bushel of fifty pounds; flaxseed or linseed and other oil seeds not specially provided for in this Act, twenty-five cents per bushel of fifty-six pounds; poppy seed, fifteen cents per bushel; but no drawback shall be allowed upon oil cake made from imported seed, nor shall any allowance be made for dirt or other impurities in any seed; seeds of all kinds not specially provided for in this Act, thirty per centum ad valorem.

255. Straw, one dollar and fifty cents per ton.

256. Teazles, thirty per centum ad valorem.

257. Vegetables in their natural state, not specially provided for in this Act, twenty-five per centum ad valorem.

#### FISH:

258. Fish known or labeled as anchovis, sardines, sprats, brislings, sardels, or sardellen, packed in oil or otherwise, in bottles, jars, tin boxes or cans, shall be dutiable as follows: When in packages containing seven and one-half cubic inches or less one and one-half cents per bottle, jar, box or can; containing more than seven and one-half and not more than twenty-one cubic inches, two and one-half cents per bottle, jar, box or can; containing more than twenty-one and not more than thirty-three cubic inches, five cents per bottle, jar, box or can; containing more than thirty-three and not more than seventy cubic inches, ten cents per bottle, jar, box or can; if in other packages, forty per centum ad valorem. All other fish (except shellfish), in tin packages, thirty per centum ad valorem; fish in packages containing less than one-half barrel, and not specially provided for in this Act, thirty per centum ad valorem.

259. Fresh water fish not specially provided for in this Act, one-fourth of one cent per pound.

260. Herrings, pickled or salted, one-half of one cent per pound; herrings, fresh, one-fourth of one cent per pound.

261. Fish, fresh, smoked, dried, salted, pickled, frozen, packed in ice or otherwise prepared for preservation, not specially provided for in this Act, three-fourths of one cent per pound; fish, skinned or boned, one and one-fourth cents per pound; mackerel, halibut or salmon, fresh, pickled or salted, one cent per pound.

#### FRUITS AND NUTS:

262. Apples, peaches, quinces, cherries, plums and pears, green or ripe, twenty-five cents per bushel; apples, peaches, pears, and other edible fruits, including berries, when dried, desiccated, evaporated, or prepared in any manner, not specially provided for in this Act, two cents per pound; berries, edible, in their natural condition, one cent per quart; cranberries, twenty-five per centum ad valorem.

263. Comfits, sweetmeats, and fruits preserved in sugar, molasses, spirits, or in their own juices, not specially provided for in this Act, one cent per pound and thirty-five per centum ad valorem; if containing over ten per centum of alcohol and not specially provided for in this Act, thirty-five per centum ad valorem and in addition two dollars and fifty cents per proof gallon on the alcohol contained therein in excess of ten per centum; jellies of all kinds, thirty five per centum ad valorem; pineapples preserved in their own juice, twenty-five per centum ad valorem.

264. Figs, plums, prunes, and prunelles, two cents per pound; raisins and other dried grapes, two and one-half cents per pound; dates, one-half of one cent per pound; currants, Zante or other, two cents per pound; olives, green or prepared, in bottles, jars, or similar packages, twenty-five cents per gallon; in casks or otherwise than in bottles, jars, or similar packages, fifteen cents per gallon.

265. Grapes in barrels or other packages, twenty cents per cubic foot of capacity of barrels or packages.

266. Oranges, lemons, limes, grape fruit, shaddocks, or pomelos, one cent per pound.

267. Orange peel or lemon peel, preserved, candied, or dried, and cocoanut meat or copra desiccated, shredded, cut, or similarly prepared, two cents per pound; citron or citron peel, preserved, candied, or dried, four cents per pound.

268. Pineapples, in barrels and other packages, seven cents per cubic foot of the capacity of barrels or packages; in bulk, seven dollars per thousand.

#### NUTS:

269. Almonds, not shelled, four cents per pound; clear almonds, shelled, six cents per pound.

270. Filberts and walnuts of all kinds, not shelled, three cents per pound; shelled five cents per pound.

271. Peanuts or ground beans, unshelled, one-half of one cent per pound; shelled, one cent per pound.

272. Nuts of all kinds, shelled or unshelled, not specially provided for in this Act, one cent per pound.

#### MEAT PRODUCTS:

273. Bacon and hams, five cents per pound.

274. Fresh beef, veal, mutton, and pork, two cents per pound.

275. Meats of all kinds, prepared or preserved, not specially provided for in this Act, twenty-five per centum ad valorem.

276. Extract of meat, not specially provided for in this Act, thirty-five cents per pound; fluid extract of meat, fifteen cents per pound, but the dutiable weight of the extract of meat, and of the fluid extract of meat shall not include the weight of the package in which the same is imported.

277. Lard, two cents per pound.

278. Poultry, live, three cents per pound; dressed, five cents per pound.

279. Tallow, three-fourths of one cent per pound; wool grease, including that known commercially as degreas or brown wool grease, one-half of one cent per pound.

#### MISCELLANEOUS PRODUCTS:

280. Chicory root, raw, dried, or undried, but unground, one cent per pound; chicory-root, burnt or roasted, ground or granulated, or in rolls, or otherwise prepared, and not specially provided for in this Act, two and one-half cents per pound.

281. Chocolate and cocoa, prepared or manufactured, not specially provided for in this Act, valued at not over fifteen cents per pound, two and one-half cents per pound; valued above fifteen and not above twenty-four cents per pound, two and one-half cents per pound and ten per centum ad valorem; valued above twenty-four and not above thirty-five cents per pound, five cents per pound and ten per centum ad valorem; valued above thirty-five cents per pound, fifty per centum ad valorem. The weight and value of all coverings, other than plain wooden, shall be included in the dutiable weight and value of the foregoing merchandise; powdered cocoa, unsweetened, five cents per pound.

282. Cocoa butter or cocoa butterine, three and one-half cents per pound.

283. Dandelion-root and acorns prepared, and articles used as coffee, or as substitutes for coffee, not specially provided for in this Act, two and one-half cents per pound.

284. Salt in bags, sacks, barrels, or other packages, twelve cents per hundred pounds; in bulk eight cents per one

hundred pounds: *Provided*, That imported salt in bond may be used in curing fish taken by vessels licensed to engage in the fisheries, and in curing fish on the shores of the navigable waters of the United States, under such regulations as the Secretary of the Treasury shall prescribe; and upon proof that the salt has been used for either of the purposes stated in this proviso, the duties on the same shall be remitted: *Provided further*, That exporters of meats, whether packed or smoked, which have been cured in the United States with imported salt, shall, upon satisfactory proof, under such regulations as the Secretary of the Treasury shall prescribe, that such meats have been cured with imported salt, have refunded to them from the Treasury the duties paid on the salt so used in curing such exported meats, in amounts not less than one hundred dollars.

285. Starch, including all preparations, from whatever substance produced, fit for use as starch, one and one-half cents per pound.

286. Dextrine, burnt starch, gum substitute, or British gum, two cents per pound.

287. Spices: Mustard, ground or prepared, in bottles or otherwise, ten cents per pound; capsicum or red pepper, or cayenne pepper, two and one-half cents per pound; sage, one cent per pound; spices not specially provided for in this Act, three cents per pound.

288. Vinegar, seven and one-half cents per proof gallon. The standard proof for vinegar shall be taken to be that strength which requires thirty-five grains of bicarbonate of potash to neutralize one ounce troy of vinegar.

## SCHEDULE H.

### SPIRITS, WINES, AND OTHER BEVERAGES.

#### SPIRITS.

289. Brandy and other spirits manufactured or distilled from grain or other materials, and not specially provided for in this Act, two dollars and twenty-five cents per proof gallon.

290. Each and every gauge or wine gallon of measurement shall be counted as at least one proof gallon; and the standard for determining the proof of brandy and other spirits or liquors of any kind imported shall be the same as that which is defined in the laws relating to internal revenue: *Provided*, That it shall be lawful for the Secretary of the Treasury, in his discretion, to authorize the ascertainment of the proof of wines, cordials, or other liquors, by distillation or otherwise, in cases where it is impracticable to ascertain such proof by the means prescribed by existing laws or regulations: *And Provided further*, That any brandy or other spirituous or distilled liquors imported in any sized cask, bottle, jug, or other package, of or from any country, dependency, or province under whose laws similar sized casks, bottles, jugs, or other packages



of distilled spirits, wine, or other beverage put up or filled in the United States are denied entrance into such country, dependency, or province, shall be forfeited to the United States; and any brandy or other spirituous or distilled liquor imported in a cask of less capacity than ten gallons from any country shall be forfeited to the United States.

291. On all compounds or preparations of which distilled spirits are a component part of chief value, there shall be levied a duty not less than that imposed upon distilled spirits.

292. Cordials, liqueurs, arrack, absinthe, kirschwasser, ratafia, and other spirituous beverages or bitters of all kinds, containing spirits, and not specially provided for in this Act, two dollars and twenty-five cents per proof gallon.

293. No lower rate or amount of duty shall be levied, collected, and paid on brandy, spirits, and other spirituous beverages than that fixed by law for the description of first proof; but it shall be increased in proportion for any greater strength than the strength of first proof, and all imitations of brandy or spirits or wines imported by any names whatever shall be subject to the highest rate of duty provided for the genuine articles respectively intended to be represented, and in no case less than one dollar and fifty cents per gallon.

294. Bay rum or bay water, whether distilled or compounded, of first proof, and in proportion for any greater strength than first proof, one dollar and fifty cents per gallon.

#### WINES:

295. Champagne and all other sparkling wines in bottles containing each not more than one quart and more than one pint, eight dollars per dozen; containing not more than one pint each and more than one-half pint, four dollars per dozen; containing one-half pint each or less, two dollars per dozen; in bottles or other vessels containing more than one quart each, in addition to eight dollars per dozen bottles, on the quantity in excess of one quart, at the rate of two dollars and fifty cents per gallon; but no separate or additional duty shall be levied on the bottles.

296. Still wines, including ginger wine or ginger cordial and vermouth, in casks or packages other than bottles or jugs, if containing fourteen per centum or less of absolute alcohol, forty cents per gallon; if containing more than fourteen per centum of absolute alcohol, fifty cents per gallon. In bottles or jugs, per case of one dozen bottles or jugs, containing each not more than one quart and more than one pint, or twenty-four bottles or jugs containing each not more than one pint, one dollar and sixty cents per case; and any excess beyond these quantities found in such bottles or jugs shall be subject to a duty of five cents per pint or fractional part thereof, but no separate or additional duty shall be assessed on the bottles or jugs: *Provided*, That any wines, ginger cordial, or vermouth imported containing more than twenty-four per centum of al-

cohol shall be classed as spirits and pay duty accordingly: *And Provided further*, That there shall be no constructive or other allowance for breakage, leakage, or damage on wines, liquors, cordials, or distilled spirits. Wines, cordials, brandy, and other spirituous liquors, including bitters of all kinds, and bay rum or bay water, imported in bottles or jugs, shall be packed in packages containing not less than one dozen bottles or jugs in each package, or duty shall be paid as if such package contained at least one dozen bottles or jugs, and in addition thereto, duty shall be collected on the bottles or jugs at the rates which would be chargeable thereon if imported empty. The percentage of alcohol in wines and fruit juices shall be determined in such manner as the Secretary of the Treasury shall by regulation prescribe.

297. Ale, porter, and beer, in bottles or jugs, forty cents per gallon, but no separate or additional duty shall be assessed on the bottles or jugs; otherwise than in bottles or jugs, twenty cents per gallon.

298. Malt Extract, fluid in casks, twenty cents per gallon; in bottles or jugs, forty cents per gallon; solid or condensed, forty per centum ad valorem.

299. Cherry juice and prune juice, or prune wine, and other fruit juices not specially provided for in this Act, containing no alcohol or not more than eighteen per centum of alcohol, sixty cents per gallon; if containing more than eighteen per centum of alcohol, sixty cents per gallon, and in addition thereto two dollars and seven cents per proof gallon on the alcohol contained therein.

300. Ginger ale, ginger beer, lemonade, soda water, and other similar beverages, containing no alcohol in plain green or colored, molded or pressed, glass bottles, containing each not more than three-fourths of a pint, eighteen cents per dozen; containing more than three-fourths of a pint each and not more than one and one-half pints, twenty-eight cents per dozen; but no separate or additional duty shall be assessed on the bottles; if imported otherwise than in plain green or colored, molded or pressed, glass bottles, or in such bottles containing more than one and one-half pints each, fifty cents per gallon and in addition thereto duty shall be collected on the bottles, or other coverings, at the rates which would be chargeable thereon if imported empty.

301. All mineral waters and all imitations of natural mineral waters, and all artificial mineral waters not specially provided for in this Act, in green or colored glass bottles, containing not more than one pint, twenty cents per dozen bottles. If containing more than one pint and not more than one quart, thirty cents per dozen bottles. But no separate duty shall be assessed upon the bottles. If imported otherwise than in plain green or colored glass bottles, or if imported in such bottles containing more than one quart, twenty-four cents per gallon, and in addition thereto duty shall be collec-

ted upon the bottles or other covering at the same rates that would be charged thereon if imported empty or separately.

### SCHEDULE I.

#### COTTON MANUFACTURES.

302. Cotton thread and carded yarn, warps or warp yarn, in singles, whether on beams or in bundles, skeins or cops, or in any other form, except spool thread of cotton hereinafter provided for, not colored, bleached, dyed, or advanced beyond the condition of singles by grouping or twisting two or more single yarns together, three cents per pound on all numbers up to and including number fifteen, one-fifth of a cent per number per pound on all numbers exceeding number fifteen and up to and including number thirty, and one-fourth of a cent per number per pound on all numbers exceeding number thirty; colored, bleached, dyed, combed or advanced beyond the condition of singles by grouping or twisting two or more single yarns together, whether on beams, or in bundles, skeins or cops, or in any other form, except spool thread of cotton hereinafter provided for, six cents per pound on all numbers up to and including number twenty, and on all numbers exceeding number twenty and up to number eighty, one fourth of one cent per number per pound; on number eighty and above, three-tenths of one cent per number per pound; cotton card laps, roping, sliver or roping, forty-five per centum ad valorem.

303. Spool thread of cotton, including crochet, darning, and embroidery cottons on spools or reels, containing on each spool or reel not exceeding one hundred yards of thread, six cents per dozen; exceeding one hundred yards on each spool or reel, for every additional hundred yards or a fractional part thereof in excess of one hundred, six cents per dozen spools or reels; if otherwise than on spools or reels one-half of one cent for each one hundred yards or fractional part thereof; *Provided*, That in no case shall the duty be assessed upon a less number of yards than is marked on the spools or reels.

304. Cotton cloth not bleached, dyed, colored, stained, painted, or printed, and not exceeding fifty threads to the square inch, counting the warp and filling, one cent per square yard; if bleached one and one-fourth cents per square yard; if dyed, colored, stained, painted, or printed, two cents per square yard.

305. Cotton cloth, not bleached, dyed, colored, stained, painted or printed, exceeding fifty and not exceeding one hundred threads to the square inch, counting the warp and filling, and not exceeding six square yards to the pound, one and one-fourth cents per square yard; exceeding six and not exceeding nine square yards to the pound, one and one-half cents per square yard; exceeding nine square yards to the pound, one and three-fourths cents per square yard; if bleached, and not exceeding six square yards to the

pound, one and one-half cents per square yard; exceeding six and not exceeding nine square yards to the pound, one and three-fourths cents per square yard; exceeding nine square yards to the pound, two and one-fourth cents per square yard; if dyed, colored, stained, painted, or printed, and not exceeding six square yards to the pound, two and three-fourths cents per square yard; exceeding six and not exceeding nine square yards to the pound, three and one-fourth cents per square yard; exceeding nine square yards to the pound, three and one-half cents per square yard: *Provided*, That on all cotton cloth not exceeding one hundred threads to the square inch, counting the warp and filling, not bleached, dyed, colored, stained, painted, or printed, valued at over seven cents per square yard, twenty-five per centum ad valorem; bleached, valued at over nine cents per square yard, twenty-five per centum ad valorem; and dyed, colored, stained, painted, or printed, valued at over twelve cents per square yard, there shall be levied, collected, and paid a duty at thirty per centum ad valorem.

306. Cotton cloth, not bleached, dyed, colored, stained, painted, or printed, exceeding one hundred and not exceeding one hundred and fifty threads to the square inch, counting the warp and filling, and not exceeding four square yards to the pound, one and one-half cents per square yard; exceeding four and not exceeding six square yards to the pound, two cents per square yard; exceeding six and not exceeding eight square yards to the pound, two and one-half cents per square yard; exceeding eight square yards to the pound, two and three-fourths cents per square yard; if bleached, and not exceeding four square yards to the pound, two and one-half cents per square yard; exceeding four and not exceeding six square yards to the pound, three cents per square yard; exceeding six and not exceeding eight square yards to the pound, three and one-half cents per square yard; exceeding eight square yards to the pound, three and three-fourths cents per square yard; if dyed, colored, stained, painted, or printed, and not exceeding four square yards to the pound, three and one-half cents per square yard; exceeding four and not exceeding six square yards to the pound, three and three-fourths cents per square yard; exceeding six and not exceeding eight square yards to the pound, four and one-fourth cents per square yard; exceeding eight square yards to the pound, four and one-half cents per square yard: *Provided*, That on all cotton cloth exceeding one hundred and not exceeding one hundred and fifty threads to the square inch, counting the warp and filling, not bleached, dyed, colored, stained, painted, or printed, valued at over nine cents per square yard, thirty per centum ad valorem; bleached, valued at over eleven cents per square yard, thirty-five per centum ad valorem; dyed, colored, stained, painted, or printed, valued at over twelve and one-half cents per square

yard, there shall be levied, collected, and paid a duty of thirty-five per centum ad valorem.

307. Cotton cloth not bleached, dyed, colored, stained, painted, or printed, exceeding one hundred and fifty and not exceeding two hundred threads to the square inch, counting the warp and filling, and not exceeding three and one-half square yards to the pound, two cents per square yard; exceeding three and one-half and not exceeding four and one-half square yards to the pound, two and three-fourths cents per square yard; exceeding four and one-half and not exceeding six square yards to the pound, three cents per square yard; exceeding six square yards to the pound, three and one-half cents per square yard; if bleached, and not exceeding three and one-half square yards to the pound, two and three-fourths cents per square yard; exceeding three and one-half and not exceeding four and one-half square yards to the pound, three and one-half cents per square yard; exceeding four and one-half and not exceeding six square yards to the pound, four cents per square yard; exceeding six square yards to the pound, four and one-fourth cents per square yard; if dyed, colored, stained, or printed, and not exceeding three and one-half square yards to the pound, four and one-fourth cents per square yard; exceeding three and one-half and not exceeding four and one-half square yards to the pound, four and one-half cents per square yard; exceeding four and one-half and not exceeding six square yards to the pound, four and three-fourths cents per square yard; exceeding six square yards to the pound, five cents per square yard: *Provided*, That on all cotton cloth exceeding one hundred and fifty and not exceeding two hundred threads to the square inch, counting the warp and filling, not bleached, dyed, colored, stained, painted, or printed, valued at over ten cents per square yard, thirty-five per centum ad valorem; bleached valued at over twelve cents per square yard, thirty-five per centum ad valorem; dyed, colored, stained, painted, or printed, valued at over twelve and one-half cents per square yard, there shall be levied, collected, and paid a duty of forty per centum ad valorem.

308. Cotton cloth not bleached, dyed, colored, stained, painted, or printed, exceeding two hundred and not exceeding three hundred threads to the square inch, counting the warp and filling, and not exceeding two and one half square yards to the pound, three and one-half cents per square yard; exceeding two and one-half and not exceeding three and one-half square yards to the pound, four cents per square yard; exceeding three and one-half and not exceeding five square yards to the pound, four and one-half cents per square yard; exceeding five square yards to the pound, five cents per square yard; if bleached, and not exceeding two and one-half square yards to the pound, four and one-half cents per square yard; exceeding two and one-half and not exceeding three and one-half square yards to the pound, five cents per square yard;



exceeding three and one-half and not exceeding five square yards to the pound, five and one-half cents per square yard; exceeding five square yards to the pound, six cents per square yard; if dyed, colored, stained, painted, or printed, and not exceeding three and one-half square yards to the pound, six and three-fourth cents per square yard; exceeding three and one-half square yards to the pound, seven cents per square yard: *Provided*, That on all such cotton cloths not bleached, dyed, colored, stained, painted or printed, valued at over twelve and one-half cents per square yard; bleached, valued at over fifteen cents per square yard; and dyed, colored, stained, painted or printed valued at over seventeen and one-half cents per square yard, there shall be levied, collected and paid a duty of forty per centum ad valorem.

309. Cotton cloth not bleached, dyed, colored, stained, painted, or printed, exceeding three hundred threads to the square inch, counting the warp and filling, and not exceeding two square yards to the pound, four cents per square yard; exceeding two and not exceeding three square yards to the pound, four and one-half cents per square yard; exceeding three and not exceeding four square yards to the pound, five cents per square yard; exceeding four square yards to the pound, five and one-half cents per square yard; if bleached and not exceeding two square yards to the pound, five cents per square yard; exceeding two and not exceeding three square yards to the pound, five and one-half cents per square yard; exceeding three and not exceeding four square yards to the pound, six cents per square yard; exceeding four square yards to the pound, six and one-half cents per square yard; if dyed, colored, stained, painted or printed, and not exceeding three square yards to the pound, six and one-half cents per square yard; exceeding three square yards to the pound, eight cents per square yard; *Provided*, That on all such cotton cloths not bleached, dyed, colored, stained, painted or printed, valued at over fourteen cents per square yard; bleached, valued at over sixteen cents per square yard; and dyed, colored, stained, painted or printed, valued at over twenty cents per square yard, there shall be levied, collected and paid a duty of forty per centum ad valorem.

310. The term cotton cloth, or cloth, wherever used in the paragraphs of this schedule, unless otherwise specially provided for, shall be held to include all woven fabrics of cotton in the piece or otherwise, whether figured, fancy or plain, the warp and filling threads of which can be counted by unraveling or other practicable means.

311. Cloth, composed of cotton or other vegetable fiber and silk, whether known as silk-striped sleeve-linings, silk stripes, or otherwise, of which cotton is the component material of chief value, eight cents per square yard and thirty per centum ad valorem: *Provided*, That no such cloth shall pay



a less rate of duty than fifty per centum ad valorem. Cotton cloth, filled or coated, three cents per square yard and twenty per centum ad valorem.

312. Handkerchiefs or mufflers composed of cotton, whether in the piece or otherwise and whether finished or unfinished, if not hemmed, or hemmed only, shall pay the same rate of duty on the cloth contained therein as is imposed on cotton cloth of the same description, weight, and count of threads to the square inch; but such handkerchiefs or mufflers shall not pay a less rate of duty than forty-five per centum ad valorem. If such handkerchiefs or mufflers are hemstitched, or imitation hemstitched, or revered, or have drawn threads, they shall pay a duty of ten per centum ad valorem in addition to the duty hereinbefore prescribed, and in no case less than fifty-five per centum ad valorem; if such handkerchiefs or mufflers are embroidered in any manner, whether with an initial letter, monogram or otherwise, by hand or machinery, or are tamboured, appliqued, or trimmed wholly or in part with lace or with tucking or insertion, they shall not pay a less rate of duty than sixty per centum ad valorem.

313. Cotton cloth in which other than the ordinary warp and filling threads have been introduced in the process of weaving to form a figure, whether known as lappets or otherwise, and whether unbleached, bleached, dyed, colored, stained, painted or printed, shall pay, in addition to the duty herein provided for other cotton cloth of the same description or condition, weight, and count of threads to the square inch, one cent per square yard if valued at not more than seven cents per square yard, and two cents per square yard if valued at more than seven cents per square yard.

314. Clothing, ready-made, and articles of wearing apparel of every description, including neckties or neckwear composed of cotton or other vegetable fiber, or of which cotton or other vegetable fiber is the component material of chief value, made up or manufactured, wholly or in part, by the tailor, seamstress, or manufacturer, and not otherwise provided for in this Act, fifty per centum ad valorem: *Provided*, That any outside garment provided for in this paragraph having india-rubber as a component material shall pay a duty of fifteen cents per pound and fifty per centum ad valorem.

315. Plushes, velvets, velveteens, corduroys, and all pile fabrics, cut or uncut; any of the foregoing composed of cotton or other vegetable fiber, not bleached, dyed, colored, stained, painted or printed, nine cents per square yard and twenty-five per centum ad valorem; if bleached, dyed, colored, stained, painted or printed, twelve cents per square yard and twenty-five per centum ad valorem: *Provided*, That corduroys composed of cotton or other vegetable fiber, weighing seven ounces or over per square yard, shall pay a duty of eighteen cents per square yard and twenty-five per centum ad valorem: *Provided further*, That manufactures or articles in any form in-

cluding such as are commonly known as bias dress facings or skirt bindings, made or cut from plushes, velvets, velvet-eens, corduroys, or other pile fabrics composed of cotton or other vegetable fabrics, shall be subject to the foregoing rates of duty and in addition thereto ten per centum ad valorem: *Provided further*, That none of the articles or fabrics provided for in this paragraph shall pay a less rate of duty than forty-seven and one-half per centum ad valorem.

316. Curtains, table covers, and all articles manufactured of cotton chenille or of which cotton chenille is the component material of chief value, fifty per centum ad valorem.

317. Stockings, hose and half-hose, made on knitting machines or frames, composed of cotton or other vegetable fiber, and not otherwise specially provided for in this Act, thirty per centum ad valorem.

318. Stockings, hose and half-hose, selvedged, fashioned, narrowed or shaped wholly or in part by knitting machines or frames, or knit by hand, including such as are commercially known as seamless stockings, hose and half-hose, and clocked stockings, hose or half-hose, all of the above, composed of cotton or other vegetable fiber, finished or unfinished, valued at not more than one dollar per dozen pairs, fifty cents per dozen pairs; valued at more than one dollar per dozen pairs, and not more than one dollar and fifty cents per dozen pairs, sixty cents per dozen pairs; valued at more than one dollar and fifty cents per dozen pairs, and not more than two dollars per dozen pairs, seventy cents per dozen pairs; valued at more than two dollars per dozen pairs, and not more than three dollars per dozen pairs, one dollar and twenty cents per dozen pairs; valued at more than three dollars per dozen pairs, and not more than five dollars per dozen pairs, two dollars per dozen pairs; and in addition thereto, upon all the foregoing, fifteen per centum ad valorem; valued at more than five dollars per dozen pairs, fifty-five per centum ad valorem.

319. Shirts and drawers, pants, vests, union suits, combination suits, tights, sweaters, corset covers, and all underwear of every description made wholly or in part on knitting machines or frames, or knit by hand, finished or unfinished, not including stockings, hose and half-hose, composed of cotton or other vegetable fiber, valued at not more than one dollar and fifty cents per dozen, sixty cents per dozen and fifteen per centum ad valorem; valued at more than one dollar and fifty cents per dozen and not more than three dollars per dozen, one dollar and ten cents per dozen, and in addition thereto fifteen per centum ad valorem; valued at more than three dollars per dozen and not more than five dollars per dozen, one dollar and fifty cents per dozen, and in addition thereto twenty five per centum ad valorem; valued at more than five dollars per dozen and not more than seven dollars per dozen, one dollar and seventy-five cents per dozen, and in addition thereto thirty-five per centum ad valorem; valued at more

than seven dollars per dozen and not more than fifteen dollars per dozen, two dollars and twenty-five cents per dozen, and in addition thereto thirty-five per centum ad valorem; valued above fifteen dollars per dozen, fifty per centum ad valorem.

320. Bandings, beltings, bindings, bone casings, cords, garters, lining for bicycle tires, ribbons, suspenders and braces, tapes, tubing, and webs or webbing, any of the foregoing articles made of cotton or other vegetable fiber, whether composed in part of india-rubber or otherwise, and not embroidered by hand or machinery, forty-five per centum ad valorem; spindle banding, woven, braided or twisted lamp, stove or candle wicking made of cotton or other vegetable fiber, ten cents per pound and fifteen per centum ad valorem; loom harness or healds made of cotton or other vegetable fiber, or of which cotton or other vegetable fiber is the component material of chief value, fifty cents per pound and twenty-five per centum ad valorem; boot, shoe and corset lacings made of cotton or other vegetable fiber, twenty-five cents per pound and fifteen per centum ad valorem; labels, for garments or other articles, composed of cotton or other vegetable fiber, fifty cents per pound and thirty per centum ad valorem.

321. Cotton table damask, forty per centum ad valorem; cotton duck, thirty-five per centum ad valorem.

322. All manufactures of cotton not specially provided for in this Act, forty-five per centum ad valorem.

#### SCHEDULE J.

##### FLAX, HEMP, AND JUTE, AND MANUFACTURES OF.

323. Flax straw, five dollars per ton.

324. Flax, not hackled or dressed, one cent per pound.

325. Flax, hackled, known as "dressed line," three cents per pound.

326. Tow of flax, twenty dollars per ton.

327. Hemp, and tow of hemp, twenty dollars per ton; hemp, hackled, known as "line of hemp," forty dollars per ton.

328. Single yarns made of jute, not finer than five lea or number, one cent per pound and ten per centum ad valorem; if finer than five lea or number, thirty-five per centum ad valorem.

329. Cables and cordage, composed of istle, Tampico fiber, manila, sisal grass or sunn, or a mixture of these or any of them, one cent per pound; cables and cordage made of hemp, tarred or untarred, two cents per pound.

330. Threads, twines, or cords, made from yarn not finer than five lea or number, composed of flax, hemp, or ramie, or of which these substances or either of them is the component material of chief value, thirteen cents per pound; if made from yarn finer than five lea or number, three-fourths of one cent per pound additional for each lea or number, or part of a lea or number, in excess of five.

331. Single yarns in the gray, made of flax, hemp, or ramie, or a mixture of any of them, not finer than eight lea or number, seven cents per pound; finer than eight lea or number and not finer than eighty lea or number, forty per centum ad valorem; single yarns, made of flax, hemp, or ramie, or a mixture of any of them, finer than eighty lea or number, fifteen per centum ad valorem.

332. Flax gill netting, nets, webs, and seines, shall pay the same duty per pound as is imposed in this schedule upon the thread, twine or cord of which they are made, and in addition thereto twenty-five per centum ad valorem.

333. Floor mattings, plain, fancy or figured, manufactured from straw, round or split, or other vegetable substances not otherwise provided for, including what are commonly known as Chinese, Japanese, and India straw mattings, valued at not exceeding ten cents per square yard, three cents per square yard; valued at exceeding ten cents per square yard, seven cents per square yard and twenty-five per centum ad valorem.

334. Carpets, carpeting, mats and rugs made of flax, hemp, jute, or other vegetable fiber (except cotton), valued at not exceeding fifteen cents per square yard, five cents per square yard and thirty-five per centum ad valorem; valued above fifteen cents per square yard, ten cents per square yard and thirty-five per centum ad valorem.

335. Hydraulic hose, made in whole or in part of flax, hemp, ramie or jute, twenty cents per pound.

336. Tapes composed wholly or in part of flax, woven with or without metal threads, on reels, spools or otherwise, and designed expressly for use in the manufacture of measuring tapes, forty per centum ad valorem.

337. Oilcloth for floors, stamped, painted or printed, including linoleum or corticene, figured or plain, and all other oilcloth (except silk oilcloth) under twelve feet in width not specially provided for herein, eight cents per square yard and fifteen per centum ad valorem; oilcloth for floors and linoleum or corticene, twelve feet and over in width, inlaid linoleum or corticene, and cork carpets, twenty cents per square yard and twenty per centum ad valorem; waterproof cloth, composed of cotton or other vegetable fiber, whether composed in part of india rubber or otherwise, ten cents per square yard and twenty per centum ad valorem.

338. Shirt collars and cuffs, composed of cotton, forty-five cents per dozen pieces and fifteen per centum ad valorem; composed in whole or in part of linen, forty cents per dozen pieces and twenty per centum ad valorem.

339. Laces, lace window curtains, tidies, pillow shams, bed sets, insertings, flouncings and other lace articles; handkerchiefs, napkins, wearing apparel, and other articles made wholly or in part of lace, or in imitation of lace; nets or nettings, veils and veilings, etamines, vitrages, neck ruffings, ruchings, tuckings, flutings and quillings; embroideries and

all trimmings, including braids, edgings, insertings, flouncings, galloons, gorings, and bands; wearing apparel, handkerchiefs, and other articles or fabrics embroidered in any manner by hand or machinery, whether with a letter, monogram or otherwise; tamboured or appliqued articles, fabrics or wearing apparel; hemstitched or tucked flouncings or skirtings, and articles made wholly or in part of ruffings, tuckings, or ruchings; all of the foregoing, composed wholly or in chief value of flax, cotton, or other vegetable fiber and not elsewhere specially provided for in this Act, whether composed in part of india rubber or otherwise, sixty per centum ad valorem: *Provided*, That no wearing apparel or other article or textile fabric, when embroidered by hand or machinery, shall pay duty at a less rate than that imposed in any schedule of this act upon any embroideries of the materials of which such embroidery is composed.

340. Lace window curtains, pillow shams, and bed sets, finished or unfinished, made on the Nottingham lace-curtain machine or on the Nottingham warp machine, and composed of cotton or other vegetable fiber, when counting five points or spaces between the warp threads to the inch, one cent per square yard; when counting more than five such points or spaces to the inch, one-half of one cent per square yard in addition for each such point or space to the inch in excess of five; and in addition thereto on all the foregoing articles in this paragraph, twenty per centum ad valorem: *Provided*, That none of the above-named articles shall pay a less rate of duty than fifty per centum ad valorem.

341. Plain woven fabrics of single jute yarns, by whatever name known, not exceeding sixty inches in width, weighing not less than six ounces per square yard and not exceeding thirty threads to the square inch, counting the warp and filling, five-eighths of one cent per pound and fifteen per centum ad valorem; if exceeding thirty and not exceeding fifty-five threads to the square inch, counting the warp and filling, seven-eighths of one cent per pound and fifteen per centum ad valorem.

342. All pile fabrics of which flax is the component material of chief value, sixty per centum ad valorem.

343. Bags or sacks made from plain woven fabrics, of single jute yarns, not dyed, colored, stained, painted, printed, or bleached, and not exceeding thirty threads to the square inch, counting the warp and filling, seven-eighths of one cent per pound and fifteen per centum ad valorem.

344. Bagging for cotton, gunny cloth, and similar fabrics, suitable for covering cotton, composed of single yarns made of jute, jute butts or hemp, not bleached, dyed, colored, stained, painted or printed, not exceeding sixteen threads to the square inch, counting the warp and filling, and weighing not less than fifteen ounces per square yard, six-tenths of one cent per square yard.



345. Handkerchiefs composed of flax, hemp, or ramie, or of which these substances, or either of them, is the component material of chief value, whether in the piece or otherwise, and whether finished or unfinished, not hemmed or hemmed only, fifty per centum ad valorem; if hemstitched, or imitation hemstitched or revered, or with drawn threads, but not embroidered or initialed, fifty-five per centum ad valorem.

346. Woven fabrics or articles not specially provided for in this act, composed of flax, hemp, or ramie, or of which these substances or either of them is the component material of chief value, weighing four and one-half ounces or more per square yard, when containing not more than sixty threads to the square inch, counting the warp and filling, one and three-fourths cents per square yard; containing more than sixty and not more than one hundred and twenty threads to the square inch, two and three-fourths cents per square yard; containing more than one hundred and twenty and not more than one hundred and eighty threads to the square inch, six cents per square yard; containing more than one hundred and eighty threads to the square inch, nine cents per square yard, and in addition thereto, on all the foregoing, thirty per centum ad valorem: *Provided*, That none of the foregoing articles in this paragraph shall pay a less rate of duty than fifty per centum ad valorem. Woven fabrics of flax, hemp, or ramie, or of which these substances or either of them is the component material of chief value, including such as is known as shirting cloth, weighing less than four and one-half ounces per square yard and containing more than one hundred threads to the square inch, counting the warp and filling, thirty-five per centum ad valorem.

347. All manufacrures of flax, hemp, ramie, or of other vegetable fiber, or of which these substances or either of them is the component material of chief value, not specially provided for in this Act, forty-five per centum ad valorem.

## SCHEDULE K.

### WOOL AND MANUFACTURES OF WOOL.

348. All wools, hair of the camel, goat, alpaca, and other like animals, shall be divided, for the purpose of fixing the duties to be charged thereon, into the three following classes:

349. Class one, that is to say, merino, mestiza, metz, or metis wools, or other wools of merino blood, immediate or remote, Down clothing wools and wools of like character with any of the preceding, including Bagdad wool, China lamb's wool, Castel Branco, Adrianople skin wool or butcher's wool, and such as have been heretofore usually imported into the United States from Buenos Ayres, New Zealand, Australia, Cape of Good Hope, Russia, Great Britain, Canada, Egypt, Morocco, and elsewhere, and all wools not hereinafter included in classes two and three.



350. Class two, that is to say, Leicester, Cotswold, Lincolnshire, Down combing wools, Canada long wools, or other like combing wools of English blood, and usually known by the terms herein used, and also hair of the camel, Angora goat, alpaca, and other like animals.

351. Class three, that is to say, Donskoi, native South American, Cordova, Valparaíso, native Smyrna, Russian camel's hair, and all such wools of like character as have been heretofore usually imported into the United States from Turkey, Greece, Syria and elsewhere, excepting improved wools hereinafter provided for.

352. The standard samples of all wools which are now or may be hereafter deposited in the principal custom-houses of the United States, under the authority of the Secretary of the Treasury, shall be the standard for the classification of wools under this Act, and the Secretary of the Treasury is authorized to renew these standards and to make such additions to them from time to time as may be required, and he shall cause to be deposited like standards in other custom-houses of the United States when they may be needed.

353. Whenever wools of class three shall have been improved by the admixture of merino or English blood, from their present character as represented by the standard samples now or hereafter to be deposited in the principal custom-houses of the United States, such improved wools shall be classified for duty either as class one or as class two, as the case may be.

354. The duty on wools of the first class which shall be imported washed shall be twice the amount of the duty to which they would be subjected if imported unwashed; and the duty on wools of the first and second classes which shall be imported scoured shall be three times the duty to which they would be subjected if imported unwashed. The duty on wools of the third class, if imported in condition for use in carding or spinning into yarns, or which shall not contain more than eight per cent. of dirt or other foreign substance, shall be three times the duty to which they would otherwise be subjected.

355. Unwashed wools shall be considered such as shall have been shorn from the sheep without any cleansing; that is, in their natural condition. Washed wools shall be considered such as have been washed with water only on the sheep's back, or on the skin. Wools of the first and second classes washed in any other manner than on the sheep's back or on the skin shall be considered scoured wool.

356. The duty upon wool of the sheep or hair of the camel, Angora goat, alpaca, and other like animals, of class one and class two, which shall be imported in any other than ordinary condition, or which has been sorted or increased in value by the rejection of any part of the original fleece, shall be twice the duty to which it would be otherwise subject: *Provided*, That skirted wools as imported in eighteen hundred and

ninety and prior thereto are hereby excepted. The duty upon wool of the sheep or hair of the camel, Angora goat, alpaca, and other like animals of any class which shall be changed in its character or condition for the purpose of evading the duty, or which shall be reduced in value by the admixture of dirt or any other foreign substance, shall be twice the duty to which it would be otherwise subject. When the duty assessed upon any wool equals three times or more that which would be assessed if said wool was imported unwashed, the duty shall not be double on account of the wool being sorted. If any bale or package of wool or hair specified in this Act invoiced or entered as of any specified class, or claimed by the importer to be dutiable as of any specified class, shall contain any wool or hair subject to a higher rate of duty than class so specified, the whole bale or package shall be subject to the highest rate of duty chargeable on wool of the class subject to such higher rate of duty, and if any bale or package be claimed by the importer to be shoddy, mungo, flocks, wool, hair or other material of any class specified in this Act, and such bale contain any admixture of any one or more of such materials, or of any other material, the whole bale or package shall be subject to duty at the highest rate imposed upon any article in said bale or package.

357. The duty upon all wools and hair of the first class shall be eleven cents per pound, and upon all wools or hair of the second class twelve cents per pound.

358. On wools of the third class and on camel's hair of the third class the value of which shall be twelve cents or less per pound, the duty shall be four cents per pound.

359. On wools of the third class and on camel's hair of the third class, the value whereof shall exceed twelve cents per pound, the duty shall be seven cents per pound.

360. The duty on wools on the skin shall be one cent less per pound than is imposed in this schedule on other wools of the same class and condition, the quantity and value to be ascertained under such rules as the Secretary of the Treasury may prescribe.

361. Top waste, slubbing waste, roving waste, ring waste, and garnetted waste, thirty cents per pound.

362. Shoddy, twenty-five cents per pound; noils, wool extract, yarn waste, thread waste, and all other wastes composed wholly or in part of wool, and not specially provided for in this Act, twenty cents per pound.

363. Woolen rags, mungo, and flocks, ten cents per pound.

364. Wool and hair which have been advanced in any manner or by process of manufacture beyond the washed or scoured condition, not specially provided for in this Act, shall be subject to the same duties as are imposed upon manufactures of wool not specially provided for in this Act.

365. On yarns made wholly or in part of wool, valued at not more than thirty cents per pound, the duty per pound shall

be two and one-half times the duty imposed by this Act on one pound of unwashed wool of the first class; valued at more than thirty cents per pound, the duty per pound shall be three and one-half times the duty imposed by this Act on one pound of unwashed wool of the first class, and in addition thereto, upon all the forgoing, forty per centum ad valorem.

366. On cloths, knit fabrics, and all manufactures of every description made wholly or in part of wool, not specially provided for in this Act, valued at not more than forty cents per pound, the duty per pound shall be three times the duty imposed by this Act on a pound of unwashed wool of the first class; valued at above forty cents per pound and not above seventy cents per pound, the duty per pound shall be four times the duty imposed by this Act on one pound of unwashed wool of the first class, and in addition thereto, upon all the foregoing, fifty per centum ad valorem; valued at over seventy cents per pound, the duty per pound shall be four times the duty imposed by this Act on one pound of unwashed wool of the first class and fifty-five per centum ad valorem.

367. On blankets, and flannels for underwear composed wholly or in part of wool, valued at not more than forty cents per pound, the duty per pound shall be the same as the duty imposed by this Act on two pounds of unwashed wool of the first class, and in addition thereto thirty per centum ad valorem; valued at more than forty cents and not more than fifty cents per pound, the duty per pound shall be three times the duty imposed by this Act on one pound of unwashed wool of the first class, and in addition thereto thirty-five per centum ad valorem. On blankets composed wholly or in part of wool, valued at more than fifty cents per pound, the duty per pound shall be three times the duty imposed by this Act on one pound of unwashed wool of the first class, and in addition thereto forty per centum ad valorem. Flannels composed wholly or in part of wool, valued at above fifty cents per pound, shall be classified and pay the same duty as women's and children's dress goods, coat linings, Italian cloths, and goods of similar character and description provided by this Act: *Provided*, That on blankets over three yards in length the same duties shall be paid as on cloths.

368. On women's and children's dress goods, coat linings, Italian cloths, and goods of similar description and character of which the warp consists wholly of cotton or other vegetable material with the remainder of the fabric composed wholly or in part of wool, valued at not exceeding fifteen cents per square yard, the duty shall be seven cents per square yard; valued at more than fifteen cents per square yard, the duty shall be eight cents per square yard; and in addition thereto on all the foregoing valued at not above seventy cents per pound, fifty per centum ad valorem; valued at above seventy cents per pound, fifty-five per centum ad valorem; *Provided*, That on all the foregoing weighing over four ounces per square

yard, the duty shall be the same as imposed by this schedule on cloths.

369. On women's and children's dress goods, coat linings, Italian cloths, bunting, and goods of similar description or character composed wholly or in part of wool, and not specially provided for in this Act, the duty shall be eleven cents per square yard; and in addition thereto, on all the foregoing valued at not above seventy cents per pound, fifty per centum ad valorem; valued at above seventy cents per pound, fifty-five per centum ad valorem; *Provided*, That on all the foregoing, weighing over four ounces per square yard, the duty shall be the same as imposed by this schedule on cloths.

370. On clothing, ready-made, and articles of wearing apparel of every description, including shawls whether knitted or woven, and knitted articles of every description, made up or manufactured wholly or in part, felts not woven and not specially provided for in this Act, composed wholly or in part of wool, the duty per pound shall be four times the duty imposed by this Act on one pound of unwashed wool of the first class, and in addition thereto sixty per centum ad valorem.

371. Webbings, gorings, suspenders, braces, bandings, beltings, bindings, braids, galloons, edgings, insertings, flouncings, fringes, gimps, cords, and tassels, laces and other trimmings, and "articles made wholly or in part of lace, embroideries, and articles embroidered by hand or machinery, head nets, netting, buttons or barrel buttons or buttons of other forms for tassels or ornaments, and manufactures of wool ornamented with beads or spangles of whatever material composed, any of the foregoing made of wool or of which wool is a component material, whether composed in part of India rubber or otherwise, fifty cents per pound and sixty per centum ad valorem.

372. Aubusson, Axminster, moquette, and chenille carpets figured or plain, and all carpets or carpeting of like character or description, sixty cents per square yard, and in addition thereto forty per centum ad valorem.

373. Saxony, Wilton and Tournay velvet carpets, figured or plain, and all carpets or carpeting of like character or description, sixty cents per square yard, and in addition thereto forty per centum ad valorem.

374. Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, forty-four cents per square yard, and in addition thereto, forty per centum ad valorem.

375. Velvet and tapestry velvet carpets, figured or plain, printed on the warp or otherwise, and all carpets or carpeting of like character or description, forty cents per square yard, and in addition thereto forty per centum ad valorem.

376. Tapestry Brussels carpets, figured or plain, and all carpets or carpeting of like character or description, printed

on the warp or otherwise, twenty-eight cents per square yard, and in addition thereto forty per centum ad valorem.

377. Treble ingrain, three-ply, and all chain Venetian carpets, twenty-two cents per square yard, and in addition thereto forty per centum ad valorem.

378. Wool Dutch and two-ply ingrain carpets, eighteen cents per square yard, and in addition thereto forty per centum ad valorem.

379. Carpets of every description woven whole for rooms, and Oriental, Berlin, Aubusson, Axminster, and similar rugs, ten cents per square foot and in addition thereto, forty per centum ad valorem.

380. Druggets and bockings, printed, colored, or otherwise, twenty-two cents per square yard and in addition thereto forty per centum ad valorem.

381. Carpets and carpeting of wool, flax, or cotton, or composed in part of either, not specially provided for in this Act, fifty per centum ad valorem.

382. Mats, rugs for floors, screens, covers, hassocks, bed sides, art squares, and other portions of carpets or carpeting made wholly or in part of wool, and not specially provided for in this Act, shall be subjected to the rate of duty herein imposed on carpets or carpeting of like character or description.

383. Whenever, in any schedule of this Act, the word "wool" is used in connection with a manufactured article of which it is a component material, it shall be held to include wool or hair of the sheep, camel, goat, alpaca or other animal, whether manufactured by the woollen, worsted, felt, or any other process.

## SCHEDULE L.

### SILKS AND SILK GOODS.

384. Silk partially manufactured from cocoons or from waste silk, and not further advanced or manufactured than carded or combed silk, forty cents per pound.

385. Thrown silk, not more advanced than singles, tram, organzine, sewing silk, twist, floss, and silk threads or yarns of every description, except spun silk, thirty per centum ad valorem; spun silk in skeins, cops, warps, or on beams, valued at not exceeding one dollar per pound, twenty cents per pound and fifteen per centum ad valorem; valued at over one dollar per pound and not exceeding one dollar and fifty cents per pound, thirty cents per pound and fifteen per centum ad valorem; valued at over one dollar and fifty cents per pound, and not exceeding two dollars per pound, forty cents per pound and fifteen per centum ad valorem; valued at over two dollars per pound and not exceeding two dollars and fifty cents per pound, fifty cents per pound and fifteen per centum ad valorem; valued at over two dollars and fifty cents per pound, sixty cents per pound and fifteen per centum ad va-



lorem; but in no case shall the foregoing articles pay a less rate of duty than thirty-five per centum ad valorem.

386. Velvet, velvet or plush ribbons, chenilles, or other pile fabrics, cut or uncut, composed of silk, or of which silk is the component material of chief value, not specially provided for in this Act, one dollar and fifty cents per pound and fifteen per centum ad valorem; plushes, composed of silk, or of which silk is the component material of chief value, one dollar per pound and fifteen per centum ad valorem; but in no case shall the foregoing articles pay a less rate of duty than fifty per centum ad valorem.

387. Woven fabrics in the piece, not specially provided for in this Act, weighing not less than one and one-third ounces per square yard and not more than eight ounces per square yard, and containing not more than twenty per centum in weight of silk, if in the gum, fifty cents per pound, and if dyed in the piece, sixty cents per pound; if containing more than twenty per centum and not more than thirty per centum in weight of silk, if in the gum, sixty-five cents per pound, and if dyed in the piece, eighty cents per pound; if containing more than thirty per centum and not more than forty-five per centum in weight of silk, if in the gum, ninety cents per pound; and if dyed in the piece, one dollar and ten cents per pound, if dyed in the thread or yarn and containing not more than thirty per centum the weight of silk, if black (except selvages), seventy-five cents per pound, and if other than black, ninety cents per pound; if containing more than thirty and not more than forty-five per centum in weight of silk, if black (except selvages), one dollar and ten cents per pound, and if other than black, one dollar and thirty cents per pound; if containing more than forty-five per centum in weight of silk, or if composed wholly of silk, if dyed in the thread or yarn and weighted in the dyeing, so as to exceed the original weight of the raw silk, if black (except selvages), one dollar and fifty cents per pound, and if other than black, two dollars and twenty-five cents per pound; if dyed in the thread or yarn and the weight is not increased by dyeing beyond the original weight of the raw silk, three dollars per pound; if in the gum, two dollars and fifty cents per pound; if boiled off, or dyed in the piece, or printed, three dollars per pound; if weighing less than one and one-third ounces and more than one-third of an ounce per square yard, if in the gum, or if dyed in the thread or yarn, two and one-half dollars per pound; if weighing less than one and one-third ounces and more than one-third of an ounce per square yard, if boiled off, three dollars per pound; if dyed or printed in the piece, three dollars and twenty-five cents per pound; if weighing not more than one-third of an ounce per square yard, four dollars and fifty cents per pound; but in no case shall any of the foregoing fabrics in this paragraph pay a less rate of duty than fifty per centum ad valorem.

388. Handkerchiefs or mufflers composed wholly or in



part of silk, whether in the piece or otherwise, finished or unfinished, if not hemmed or hemmed only, shall pay the same rate of duty as is imposed on goods in the piece of the same description, weight and condition as provided for in this schedule; but such handkerchiefs or mufflers shall not pay a less rate of duty than fifty per centum ad valorem; if such handkerchiefs or mufflers are hemstitched or imitation hemstitched, or revered or have drawn threads, or are embroidered in any manner, whether with an initial letter, monogram, or otherwise, by hand or machinery, or are tamboured, appliqued, or are made and trimmed wholly or in part with lace, or with tucking or insertion, they shall pay a duty of ten per centum ad valorem in addition to the duty hereinbefore prescribed, and in no case less than sixty per centum ad valorem.

389. Bandings, including hat bands, beltings, bindings, bone casings, braces, cords, cords and tassels, garters, gorings, suspenders, tubings, and webs and webbings, composed wholly or in part of silk, and whether composed in part of india-rubber or otherwise, if not embroidered in any manner by hand or machinery, fifty per centum ad valorem.

390. Laces, and articles made wholly or in part of lace, edgings, insertings, galloons, chiffon or other flouncings, nets or nettings and veilings, neck ruffings, ruchings, braids, fringes, trimmings, embroideries and articles embroidered by hand or machinery, or tamboured or appliqued, clothing ready made, and articles of wearing apparel of every description, including knit goods, made up or manufactured in whole or in part by the tailor, seamstress or manufacturer; all of the above named articles made of silk or of which silk is the component material of chief value, not specially provided for in this Act, and silk goods ornamented with beads or spangles, of whatever material composed, sixty per centum ad valorem: *Provided*, That any wearing apparel or other articles provided for in this paragraph (except gloves) when composed in part of india-rubber, shall be subject to a duty of sixty per centum ad valorem.

391. All manufactures of silk, or of which silk is the component material of chief value, including such as have india-rubber as a component material, not specially provided for in this Act, and all Jacquard figured goods in the piece, made on looms, of which silk is the component material of chief value, dyed in the yarn, and containing two or more colors in the filling, fifty per centum ad valorem: *Provided*, That all manufactures of which wool is a component material shall be classified and assessed for duty as manufactures of wool.

392. In ascertaining the weight of silk under the provisions of this schedule, the weight shall be taken in the condition in which found in the goods, without deduction therefrom for any dye, coloring matter, or other foreign substance or material.

## SCHEDULE M.

## PULP, PAPERS, AND BOOKS. PULP AND PAPER.

393. Mechanically ground wood pulp, one-twelfth of one cent per pound, dry weight; chemical wood pulp, unbleached, one-sixth of one cent per pound, dry weight; bleached, one-fourth of one cent per pound, dry weight: *Provided*, That if any country or dependency shall impose an export duty on pulp wood exported to the United States, the amount of such export duty shall be added, as an additional duty, to the duties herein imposed upon wood pulp, when imported from such country or dependency.

394. Sheathing paper and roofing felt, ten per centum ad valorem.

395. Filter masse or filter stock, composed wholly or in part of wood pulp, wood flour, cotton or other vegetable fiber, one and one-half cents per pound and fifteen per centum ad valorem.

396. Printing paper, unsized, sized or glued, suitable for books and newspapers, valued at not above two cents per pound, three-tenths of one cent per pound; valued above two cents and not above two and one-half cents per pound, four-tenths of one cent per pound; valued above two and one-half cents per pound and not above three cents per pound, five-tenths of one cent per pound; valued above three cents and not above four cents a pound, six-tenths of one cent per pound; valued above four cents and not above five cents per pound, eight-tenths of one cent per pound; valued above five cents per pound, fifteen per centum ad valorem: *Provided*, That if any country or dependency shall impose an export duty on wood pulp exported to the United States, there shall be imposed upon printing paper when imported from such country or dependency, an additional duty of one-tenth of one cent per pound for each dollar of export duty per cord so imposed, and proportionately for fractions of a dollar of such export duty.

397. Papers commonly known as copying paper, stereotype paper, paper known as bibulous paper, tissue paper, pottery paper, and all similar papers, white, colored or printed, weighing not over six pounds to the ream of four hundred and eighty sheets, on a basis of twenty by thirty inches, and whether in reams or any other form, six cents per pound and fifteen per centum ad valorem; if weighing over six pounds and not over ten pounds to the ream, and letter copying books, whether wholly or partly manufactured, five cents per pound and fifteen per centum ad valorem; crepe paper and filtering paper, five cents per pound and fifteen per centum ad valorem.

398. Surface-coated papers not specially provided for in this Act, two and one-half cents per pound and fifteen per centum ad valorem; if printed, or wholly or partly covered with metal or its solutions, or with gelatin or flock, three cents

per pound and twenty per centum ad valorem; parchment papers, two cents per pound and ten per centum ad valorem. plain basic photographic papers for albumenizing, sensitizing, or baryta coating, three cents per pound and ten per centum ad valorem; albumenized or sensitized paper or paper otherwise surface coated for photographic purposes, thirty per centum ad valorem.

#### MANUFACTURES OF PAPER:

399. Paper envelopes, plain, twenty per centum ad valorem; if bordered, embossed, printed, tinted, or decorated, thirty-five per centum ad valorem.

400. Lithographic prints from stone, zinc, aluminum, or other material, bound or unbound (except cigar labels, flaps, and bands, lettered, or otherwise), music and illustrations when forming a part of a periodical or newspaper and accompanying the same, or if bound in or forming a part of printed books, not specially provided for in this Act), on paper or other material not exceeding eight one-thousandth of an inch in thickness, twenty cents per pound; on paper or other material exceeding eight one-thousandths of one inch and not exceeding twenty one-thousandths of one inch in thickness, and exceeding thirty-five square inches, but not exceeding four hundred square inches cutting size in dimensions, eight cents per pound; exceeding four hundred square inches cutting size in dimensions, thirty-five per centum ad valorem; prints exceeding eight one-thousandths of one inch and not exceeding twenty one-thousandths of one inch in thickness, and not exceeding thirty-five square inches cutting size in dimensions, five cents per pound; lithographic prints from stone, zinc, aluminum, or other material, on cardboard or other material, exceeding twenty one-thousandths of one inch in thickness, six cents per pound; lithographic cigar labels, flaps and bands, lettered or blank, printed from stone, zinc, aluminum or other material, if printed in less than eight colors (bronze printing to be counted as two colors), but not including labels, flaps and bands printed in whole or in part in metal leaf, twenty cents per pound. Labels, flaps and bands, if printed entirely in bronze printing, fifteen cents per pound; labels, flaps and bands printed in eight or more colors but not including labels, flaps and bands printed in whole or in part in metal leaf, thirty cents per pound; labels, flaps and bands printed in whole or in part in metal leaf, fifty cents per pound. Books of paper or other material for children's use, containing illuminated lithographic prints, not exceeding in weight twenty-four ounces each, and all booklets and fashion magazines or periodicals printed in whole or in part by lithographic process or decorated by hand, eight cents per pound.

401. Writing, letter, note, hand-made, drawing, ledger, bond, record, tablet and typewriter paper, weighing not less than ten pounds and not more than fifteen pounds to the ream,

two cents per pound and ten per centum ad valorem; weighing more than fifteen pounds to the ream, three and one-half cents per pound and fifteen per centum ad valorem; but if any such paper is ruled, bordered, embossed, printed, or decorated in any manner, it shall pay ten per centum ad valorem in addition to the foregoing rates: *Provided*, That in computing the duty on such paper every one hundred and eighty thousand square inches shall be taken to be a ream.

402. Paper hangings and paper for screens or fireboards, and all other paper not specially provided for in this Act, twenty-five per centum ad valorem; all Jacquard designs of one-line paper, or parts of such designs, finished or unfinished, thirty-five per centum ad valorem, all Jacquard designs cut on Jacquard cards, or parts of such designs, finished or unfinished, thirty-five per centum ad valorem.

#### MANUFACTURES OF PAPER:

403. Books of all kinds, including blank books and pamphlets, and engravings bound or unbound, photographs, etchings, maps, charts, music in books or sheets, and printed matter, all the foregoing not specially provided for in this Act, twenty-five per centum ad valorem.

404. Photograph, autograph and scrap albums, wholly or partly manufactured, thirty-five per centum ad valorem.

405. All fancy boxes made of paper, or of which paper is the component material of chief value, or if covered with surface-coated paper, forty-five per centum ad valorem.

406. Playing cards, in packs not exceeding fifty-four cards and at a like rate for any number in excess, ten cents per pack and twenty per centum ad valorem.

407. Manufactures of paper, or of which paper is the component material of chief value, not specially provided for in this Act, thirty-five per centum ad valorem.

#### SCHEDULE N.

##### SUNDRIES.

408. Beads of all kinds, not threaded or strung, thirty-five per centum ad valorem; fabrics, nets or nettings, laces, embroideries, galloons, wearing apparel, ornaments, trimmings and other articles not specially provided for in this Act, composed wholly or in part of beads or spangles made of glass or paste, gelatin, metal or other material but not composed in part of wool, sixty per centum ad valorem.

409. Braids, plaits, laces, and willow sheets or squares, composed wholly of straw, chip, grass, palm leaf, willow, osier, or rattan, suitable for making or ornamenting hats, bonnets or hoods, not bleached, dyed, colored or stained, fifteen per centum ad valorem; if bleached, dyed, colored or stained, twenty per centum ad valorem; hats, bonnets and hoods, composed of straw, chip, grass, palm leaf, willow, osier, or rattan, whether wholly or partly manufactured, but not trimmed,

thirty-five per centum ad valorem; if trimmed, fifty per centum ad valorem. But the terms "grass" and "straw" shall be understood to mean these substances in their natural form and structure and not the separated fiber thereof.

410. Brushes, brooms and feather dusters of all kinds, and hair pencils, in quills or otherwise, forty per centum ad valorem.

411. Bristles, sorted, bunched or prepared, seven and one-half cents per pound.

#### BUTTONS AND BUTTON FORMS:

412. Trousers buckles made wholly or partly of iron or steel, or parts thereof, valued at not more than fifteen cents per hundred, five cents per hundred; valued at more than fifteen cents per hundred and not more than fifty cents per hundred, ten cents per hundred; valued at more than fifty cents per hundred, fifteen cents per hundred; and in addition thereto on each and all of the above buckles or parts of buckles, fifteen per centum ad valorem.

413. Button forms: Lastings, mohair, cloth, silk, or other manufactures of cloth, woven or made in patterns of such size, shape or form, or cut in such manner as to be fit for buttons exclusively, ten per centum ad valorem.

414. Buttons or parts of buttons and button molds or blanks, finished or unfinished, shall pay duty at the following rates, the line button measure being one-fortieth of one inch, namely: Buttons known commercially as agate buttons, metal trousers buttons (except steel), and nickel bar buttons, one twelfth of one cent per line per gross; buttons of bone, and steel trousers buttons, one-fourth of one cent per line per gross; buttons of pearl or shell, one and one-half cents per line per gross; buttons of horn, vegetable ivory, glass, or metal, not specially provided for in this Act, three-fourths of one cent per line per gross, and in addition thereto, on all the foregoing articles in this paragraph, fifteen per centum ad valorem; shoe buttons made of paper, board, papier mache, pulp or other similar material, not specially provided for in this Act, valued at not exceeding three cents per gross, one cent per gross; buttons not specially provided for in this Act, and all collar or cuff buttons and studs, fifty per centum ad valorem.

415. Coal, bituminous, and all coals containing less than ninety-two per centum of fixed carbon and shale, sixty-seven cents per ton of twenty-eight bushels, eighty pounds to the bushel; coal slack or culm such as will pass through a half-inch screen, fifteen cents per ton of twenty eight bushels, eighty pounds to the bushel: *Provided*, That on all coal imported into the United States, which is afterwards used for fuel on board vessels propelled by steam and engaged in trade with foreign countries, or in trade between the Atlantic and Pacific ports of the United States, and which are regis-



tered under the laws of the United States, a drawback shall be allowed equal to the duty imposed by law upon such coal, and shall be paid under such regulations as the Secretary of the Treasury shall prescribe; coke, twenty per centum ad valorem.

416. Cork bark, cut into squares or cubes, eight cents per pound; manufactured corks over three-fourths of an inch in diameter, measured at larger end, fifteen cents per pound; three-fourths of an inch and less in diameter, measured at larger end, twenty-five cents per pound; cork, artificial, or cork substitutes, manufactured from cork waste and not otherwise provided for, eight cents per pound.

417. Dice, draughts, chessmen, chess balls, and billiard, pool and bagatelle balls, of ivory, bone, or other materials, fifty per centum ad valorem.

418. Dolls, doll heads, toy marbles of whatever materials composed, and all other toys not composed of rubber, china, porcelain, parian, bisque, earthen or stone ware, and not specially provided for in this Act, thirty-five per centum ad valorem.

419. Emery grains and emery manufactured, ground, pulverized, or refined, one cent per pound; emery wheels, emery files, and manufactures of which emery is the component material of chief value, twenty-five per centum ad valorem.

#### EXPLOSIVE SUBSTANCES:

420. Firecrackers of all kinds, eight cents per pound, the weight to include all coverings, wrappings, and packing material.

421. Fulminates, fulminating powders, and like articles, not specially provided for in this Act, thirty per centum ad valorem.

422. Gunpowder, and all explosive substances used for mining, blasting, artillery, or sporting purposes, when valued at twenty cents or less per pound, four cents per pound; valued above twenty cents per pound, six cents per pound.

423. Matches, friction or lucifer, of all descriptions, per gross of one hundred and forty-four boxes, containing not more than one hundred matches per box, eight cents per gross; when imported otherwise than in boxes containing not more than one hundred matches each, one cent per one thousand matches.

424. Percussion caps, thirty per centum ad valorem; cartridges, thirty-five per centum ad valorem; blasting caps, two dollars and thirty-six cents per one thousand caps.

425. Feathers and downs of all kinds, including bird skins or parts thereof with the feathers on, crude or not dressed, colored, or otherwise advanced or manufactured in any manner, not specially provided for in this Act, fifteen per centum ad valorem; when dressed, colored, or otherwise ad-



vanced or manufactured in any manner, including quilts of down and other manufactures of down, and also dressed and finished birds suitable for millinery ornaments, and artificial or ornamental feathers, fruits, grains, leaves, flowers, and stems or parts thereof, of whatever material composed, not specially provided for in this Act, fifty per centum ad valorem.

426. Furs, dressed on the skin but not made up into articles, and furs not on the skin, prepared for hatters' use, including fur skins carroted, twenty per centum ad valorem.

427. Fans of all kinds, except common palm leaf fans, fifty per centum ad valorem.

428. Gun wads of all descriptions, twenty per centum ad valorem.

429. Hair, human, if clean or drawn but not manufactured, twenty per centum ad valorem.

430. Hair, curled, suitable for beds or mattresses, ten per centum ad valorem.

431. Haircloth, known as "crinoline" cloth, ten cents per square yard; haircloth, known as "hair seating," and hair press cloth, twenty cents per square yard.

432. Hats, bonnets or hoods, for men's, women's, boys', or children's wear, trimmed or untrimmed, including bodies, hoods, plateaux, forms or shapes, for hats or bonnets, composed wholly or in chief value of fur of the rabbit, beaver, or other animals, valued at not more than five dollars per dozen, two dollars per dozen; valued at more than five dollars per dozen and not more than ten dollars per dozen, three dollars per dozen; valued at more than ten dollars per dozen and not more than twenty dollars per dozen, five dollars per dozen; valued at more than twenty dollars per dozen, seven dollars per dozen; and in addition thereto on all the foregoing, twenty per centum ad valorem.

433. Indurated fiber ware and manufactures of wood or other pulp, and not otherwise specially provided for, thirty-five per centum ad valorem.

#### JEWELRY AND PRECIOUS STONES:

434. Articles commonly known as jewelery, and parts thereof, finished or unfinished, not specially provided for in this Act, including precious stones set, pearls set or strung, and cameos in frames, sixty per centum ad valorem.

435. Diamonds and other precious stones advanced in condition or value from their natural state by cleaving, splitting, cutting, or other process, and not set, ten per centum ad valorem; imitations of diamonds or other precious stones, composed of glass or paste, not exceeding an inch in dimensions, not engraved, painted, or otherwise ornamented or decorated, and not mounted or set, twenty per centum ad valorem.

436. Pearls in their natural state, not strung or set, ten per centum ad valorem.

## LEATHER, AND MANUFACTURES OF:

437. Hides of cattle, raw or uncured, whether dry, salted, or pickled, fifteen per centum ad valorem: *Provided*, That upon all leather exported, made from imported hides, there shall be allowed a drawback equal to the amount of duty paid on such hides, to be paid under such regulations as the Secretary of the Treasury may prescribe.

438. Band or belting leather, sole leather, dressed upper and all other leather, calfskins tanned or tanned and dressed, kangaroo, sheep and goat skins (including lamb and kid skins) dressed and finished, chamois and other skins and bookbinders' calfskins, all the foregoing not specially provided for in this Act, twenty per centum ad valorem; skins for morocco, tanned but unfinished, ten per centum ad valorem; patent, japanned, varnished or enameled leather, weighing not over ten pounds per dozen hides or skins, thirty cents per pound and twenty per cent ad valorem; if weighing over ten pounds and not over twenty-five pounds per dozen, thirty cents per pound and ten per centum ad valorem; if weighing over twenty-five pounds per dozen, twenty cents per pound and ten per centum ad valorem; pianoforte leather and pianoforte action leather, thirty-five per centum ad valorem; leather shoe laces, finished or unfinished, fifty cents per gross pairs and twenty per centum ad valorem; boots and shoes made of leather, twenty-five per centum ad valorem; *Provided*, That leather cut into shoe uppers or vamps or other forms, suitable for conversion into manufactured articles, shall be classified as manufactures of leather and pay duty accordingly.

## GLOVES:

439. Gloves made wholly or in part of leather, whether wholly or partly manufactured, shall pay duty at the following rates, the lengths stated in each case being the extreme length when stretched to their full extent, namely:

440. Women's or children's "glace" finish, Schmaschen (of sheep origin), not over fourteen inches in length, one dollar and seventy-five cents per dozen pairs; over fourteen inches and not over seventeen inches in length, two dollars and twenty-five cents per dozen pairs; over seventeen inches in length, two dollars and seventy-five cents per dozen pairs; men's "glace" finish, Schmaschen (sheep), three dollars per dozen pairs.

441. Women's or children's "glace" finish, lamb or sheep, not over fourteen inches in length, two dollars and fifty cents per dozen pairs; over fourteen and not over seventeen inches in length, three dollars and fifty cents per dozen pairs; over seventeen inches in length, four dollars and fifty cents per dozen pairs; men's "glace" finish, lamb or sheep, four dollars per dozen pairs.

442. Women's or children's "glace" finish, goat, kid, or other leather than of sheep origin, not over fourteen inches in length, three dollars per dozen pairs; over fourteen and not

over seventeen inches in length, three dollars and seventy-five cents per dozen pairs; over seventeen inches in length, four dollars and seventy-five cents per dozen pairs; men's "glace" finish kid, goat, or other leather than of sheep origin, four dollars per dozen pairs.

443. Women's or children's, of sheep origin, with exterior grain surface removed, by whatever name known, not over seventeen inches in length, two dollars and fifty cents per dozen pairs; over seventeen inches in length, three dollars and fifty cents per dozen pairs; men's, of sheep origin, with exterior surface removed, by whatever name known, four dollars per dozen pairs.

444. Women's or children's kid, goat, or other leather than of sheep origin, with exterior grain surface removed, by whatever name known, not over fourteen inches in length, three dollars per dozen pairs; over fourteen inches and not over seventeen inches in length, three dollars and seventy-five cents per dozen pairs; over seventeen inches in length, four dollars and seventy-five cents per dozen pairs; men's goat, kid, or other leather than of sheep origin, with exterior grain surface removed, by whatever name known, four dollars per dozen pairs.

445. In addition to the foregoing rates there shall be paid the following cumulative duties: On all leather gloves, when lined, one dollar per dozen pairs; on all pique or prix seam gloves, forty cents per dozen pairs; on all gloves stitched or embroidered, with more than three single strands or cords, forty cents per dozen pairs.

446. Glove trunks, with or without the usual accompanying pieces, shall pay seventy-five per centum of the duty provided for the gloves in the fabrication of which they are suitable.

447. Harness, saddles and saddlery, or parts of either, in sets or in parts, finished or unfinished, forty-five per centum ad valorem.

#### MISCELLANEOUS MANUFACTURES:

448. Manufactures of amber, asbestos, bladders, cork, catgut or whipgut or worm gut, or wax, or of which these substances or either of them is the component material of chief value, not specially provided for in this Act, twenty-five per centum ad valorem.

449. Manufactures of bone, chip, grass, horn, india-rubber, palm leaf, straw, weeds or whalebone, or of which these substances or either of them is the component material of chief value, not specially provided for in this Act, thirty per centum ad valorem; but the terms "grass" and "straw" shall be understood to mean these substances in their natural form and structure, and not the separated fiber thereof.

450. Manufactures of leather, finished or unfinished, manufactures of fur, gelatin, gutta-percha, human hair, ivory

vegetable ivory, mother-of-pearl and shell, plaster of paris, papier mache, and vulcanized india-rubber known as "hard rubber," or of which these substances or either of them is the component material of chief value, not specially provided for in this Act, and shells engraved, cut, ornamented, or otherwise manufactured, thirty-five per centum ad valorem.

451. Masks, composed of paper or pulp, thirty-five per centum ad valorem.

452. Matting made of cocoa fiber or rattan, six cents per square yard; mats made of cocoa fiber or rattan, four cents per square foot.

453. Musical instruments or parts thereof, pianoforte actions and parts thereof, strings for musical instruments not otherwise enumerated, cases for musical instruments, pitch pipes, tuning forks, tuning hammers, and metronomes; strings for musical instruments, composed wholly or in part of steel or other metal, all the foregoing, forty-five per centum ad valorem.

454. Paintings in oil or water colors, pastels, pen and ink drawings, and statuary, not specially provided for in this Act, twenty per centum ad valorem; but the term "statuary" as used in this Act shall be understood to include only such statuary as is cut, carved or otherwise wrought by hand from a solid block or mass of marble, stone or alabaster, or from metal, and as is the professional production of a statuary or sculptor only.

455. Peat moss, one dollar per ton.

456. Pencils of paper or wood filled with lead or other material, and pencils of lead, forty-five cents per gross and twenty-five per centum ad valorem; slate pencils, covered with wood, thirty-five per centum ad valorem; all other slate pencils, three cents per one hundred.

457. Pencil leads not in wood, ten per centum ad valorem.

458. Photographic dry plates or films, twenty-five per centum ad valorem.

459. Pipes and smokers' articles: Common tobacco pipes and pipe bowls made wholly of clay, valued at not more than forty cents per gross, fifteen cents per gross; other tobacco pipes and pipe bowls of clay fifty cents per gross; and twenty-five per centum ad valorem; other pipes and pipe bowls of whatever material composed, and all smokers' articles whatsoever, not specially provided for in this Act, including cigarette books, cigarette book covers, pouches for smoking or chewing tobacco, and cigarette paper in all forms, sixty per centum ad valorem.

460. Plows, tooth and disk harrows, harvesters, reapers, agricultural drills, and planters, mowers, horserakes, cultivators, threshing machines, and cotton gins, twenty per centum ad valorem.

461. Plush, black, known commercially as hatters' plush, composed of silk, or of silk and cotton, such as is used exclusively for making men's hats, ten per centum ad valorem.

462. Umbrellas, parasols, and sunshades covered with material other than paper, fifty per centum ad valorem. Sticks for umbrellas, parasols or sunshades, and walking canes, finished or unfinished, forty per centum ad valorem.

463. Waste, not specially provided for in this Act, ten per centum ad valorem.

### FREE LIST.

Sec. 2. That on and after the passage of this Act, unless otherwise specially provided for in this Act, the following articles when imported shall be exempt from duty:

464. Acids: Arsenic or arsenious, benzoic, carbolic, fluoric, hydrochloric or muriatic, nitric, oxalic, phosphoric, phthalic, picric or nitro-picric, prussic, silicic, and valerianic.

465. Aconite.

466. Acorns, raw, dried or undried, but unground.

467. Agates, unmanufactured.

468. Albumen, not specially provided for.

469. Alizarin, natural or artificial, and dyes derived from alizarin or from anthracin.

470. Amber, and amberoid unmanufactured, or crude gum.

471. Amberggris.

472. Aniline salts.

473. Any animal imported specially for breeding purposes shall be admitted free: *Provided*, That no such animal shall be admitted free unless pure bred of a recognized breed, and duly registered in the book of record established for that breed: *And provided further*, That certificate of such record and of the pedigree of such animal shall be produced and submitted to the customs officer, duly authenticated by the proper custodian of such book of record, together with the affidavit of the owner, agent or importer that such animal is the identical animal described in said certificate of record and pedigree: *And provided further*, That the Secretary of Agriculture shall determine and certify to the Secretary of the Treasury what are recognized breeds and pure bred animals under the provisions of this paragraph. The Secretary of the Treasury may prescribe such additional regulations as may be required for the strict enforcement of this provision. Cattle, horses, sheep, or other domestic animals straying across the boundary line into any foreign country, or driven across such boundary line by the owner for temporary pasturage purposes only, together with their offspring, may be brought back to the United States within six months free of duty, under regulations to be prescribed by the Secretary of the Treasury.

474. Animals brought into the United States temporarily for a period not exceeding six months, for the purpose of exhibition or competition for prizes offered by any agricultural or racing association; but a bond shall be given in accordance

with regulations prescribed by the Secretary of the Treasury; also teams of animals, including their harness and tackle and the wagons or other vehicles actually owned by persons emigrating from foreign countries to the United States with their families, and in actual use for the purpose of such emigration under such regulations as the Secretary of the Treasury may prescribe; and wild animals intended for exhibition in zoological collections for scientific and educational purposes, and not for sale or profit.

475. Annatto, roucou, rocoa, or orleans, and all extracts of.

476. Antimony ore, crude sulphite of.

477. Apatite.

478. Arrowroot in its natural state and not manufactured.

479. Arsenic and sulphide of, or orpiment.

480. Arseniate of aniline.

481. Art educational stops, composed of glass and metal and valued at not more than six cents per gross.

482. Articles in a crude state used in dyeing or tanning and not specially provided for in this Act.

483. Articles, the growth, produce, and manufacture of the United States, when returned after having been exported, without having been advanced in value or improved in condition by any process of manufacture or other means; casks, barrels, carboys, bags, and other vessels of American manufacture exported filled with American products, or exported empty and returned filled with foreign products, including shooks and staves when returned as barrels or boxes; also quicksilver flasks or bottles, of either domestic or foreign manufacture, which shall have been actually exported from the United States; but proof of the identity of such articles shall be made, under general regulations to be prescribed by the Secretary of the Treasury, but the exemption of bags from duty shall apply only to such domestic bags as may be imported by the exporter thereof, and if any such articles are subject to the internal tax at the time of exportation, such tax shall be proved to have been paid before exportation and not refunded: *Provided*, That this paragraph shall not apply to any article upon which an allowance of drawback has been made, the reimportation of which is hereby prohibited except upon payment of duties equal to the drawbacks allowed; or to any article manufactured in bonded warehouse and exported under any provision of law: *And provided further*, That when manufactured tobacco which has been exported without payment of internal-revenue tax shall be reimported it shall be retained in the custody of the collector of customs until internal-revenue stamps in payment of the legal duties shall be placed thereon.

484. Asbestos unmanufactured.

485. Ashes, wood and lye of, and beet-root ashes.

486. Asafetida:

487. Balm of Gilead.



488. Barks, cinchona or other from which quinine may be extracted.

489. Baryta, carbonate of, or witherite.

490. Beeswax.

491. Binding twine: All binding twine manufactured from New Zealand hemp, istle or tampico fibre, sisal grass, or sunn, or a mixture of any two or more of them, of single ply and measuring not exceeding six hundred feet to the pound: *Provided*, That articles mentioned in this paragraph if imported from a country which lays an import duty on like articles imported from the United States, shall be subject to a duty of one-half of one cent per pound.

492. Bells, broken, and bell metal broken and fit only to be remanufactured.

493. Birds, stuffed, not suitable for millinery ornaments.

494. Birds and land and water fowls.

495. Bismuth.

496. Bladders, and all integuments and intestines of animals and fish sounds, crude, dried or salted for preservation only, and unmanufactured, not specially provided for in this Act.

497. Blood, dried, not specially provided for.

498. Bolting cloths, composed of silk, imported expressly for milling purposes, and so permanently marked as not to be available for any other use.

499. Bones, crude, or not burned, calcined, ground, steamed, or otherwise manufactured, and bone dust or animal carbon, and bone ash, fit only for fertilizing purposes.

500. Books, engravings, photographs, etchings, bound or unbound, maps and charts imported by authority or for the use of the United States or for the use of the Library of Congress.

501. Books, maps, music, engravings, photographs, etchings, bound or unbound, and charts, which shall have been printed more than twenty years at the date of importation, and all hydrographic charts, and publications issued for their subscribers or exchanges by scientific and literary associations or academies, or publications of individuals for gratuitous private circulation, and public documents issued by foreign Governments.

502. Books and pamphlets printed exclusively in languages other than English; also books and music, in raised print, used exclusively by the blind.

503. Books, maps, music, photographs, etchings, lithographic prints, and charts, specially imported, not more than two copies in any one invoice, in good faith, for the use or by order of any society or institution incorporated or established solely for religious, philosophical, educational, scientific, or literary purposes, or for the encouragement of the fine arts, or for the use or by order of any college, academy, school, or seminary of learning in the United States, or any State or pub-

lic library, and not for sale, subject to such regulations as the Secretary of the Treasury shall prescribe.

504. Books, libraries, usual and reasonable furniture, and similar household effects of persons or families from foreign countries, all the foregoing if actually used abroad by them not less than one year, and not intended for any other person or persons, nor for sale.

505. Brass, old brass, clippings from brass or Dutch metal, all the foregoing, fit only for remanufacture.

506. Brazil paste.

507. Brazilian pebble, unwrought or unmanufactured.

508. Breccia, in block or slabs.

509. Bristles, crude, not sorted, bunched, or prepared.

510. Broom corn.

511. Bullion, gold or silver.

512. Burgundy pitch.

513. Cadmium.

514. Calamine.

515. Camphor, crude.

516. Castor or castoreum.

517. Cat gut, whip gut, or worm gut, unmanufactured.

518. Cerium.

519. Chalk, crude, not ground, precipitated, or otherwise manufactured.

520. Chromate of iron or chromic ore.

521. Civet, crude.

522. Clay; Common blue clay in casks suitable for the manufacture of crucibles.

523. Coal, anthracite, not specially provided for in this Act, and coal stores of American vessels, but none shall be unloaded.

524. Coal tar, crude, pitch of coal tar, and products of coal tar known as dead or creosote oil, benzol, toluol, naphthalin, xylol, phenol, cresol, toluidine, xylidin, cumidin, binitrotoluol, binitrobenzol, benzidin, tolidin, dianisidin, naphthol, naphthylamin, diphenylamin, benzaldehyde, benzyl chloride, resorcin, nitro-benzol, and nitro-toluol; all the foregoing not medicinal and not colors or dyes.

525. Cobalt and cobalt ore.

526. Coccus indicus.

527. Cochineal.

528. Cocoa, or cacao, crude, and fiber, leaves, and shells of.

529. Coffee.

530. Coins, gold, silver, and copper.

531. Coir, and coir yarn.

532. Copper in plates, bars, ingots, or pigs, and other forms, not manufactured or specially provided for in this Act.

533. Old copper, fit only for manufacture, clipping from new copper, and all composition metal of which copper is a component material of chief value not specially provided for in this Act.

534. Copper, regulus of, and black or coarse copper, and copper cement.

535. Coral, marine, uncut, and unmanufactured.

536. Cork wood, or cork bark, unmanufactured.

537. Cotton, and cotton waste or flocks.

538. Cryolite, or Kryolith.

539. Cudbear.

540. Curling stones, or quoits, and curling-stone handles.

541. Curry, and curry powder.

542. Cutch.

543. Cuttlefish bone.

544. Dandelion roots, raw, dried, or undried, but unground.

545. Diamonds and other precious stones, rough or uncut, and not advanced in condition or value from their natural state by cleaving, splitting, cutting, or other process, including miners', glaziers', and engravers' diamonds not set, and diamond dust or bort.

546. Divi-divi.

547. Dragon's blood.

548. Drugs, such as barks, beans, berries, balsams, buds, bulbs, and bulbous roots, excrescences, fruits, flowers, dried fibers and dried insects, grains, gums, and gum resin, herbs, leaves, lichens, mosses, nuts, nut-galls, roots, and stems, spices, vegetables, seeds aromatic and seeds of morbid growth, weeds, and woods used expressly for dyeing; any of the foregoing which are drugs and not edible and are in a crude state, and not advanced in value or condition by refining or grinding, or by other process, and not specially provided for in this Act.

549. Eggs of birds, fish, and insects: *Provided, however,* That this shall not be held to include the eggs of game birds or eggs of birds not used for food, the importation of which is prohibited except specimens for scientific collections, nor fish roe preserved for food purposes.

550. Emery ore.

551. Ergot.

552. Fans, common palm leaf, plain and not ornamented or decorated in any manner, and palm-leaf in its natural state, not colored, dyed, or otherwise advanced or manufactured.

553. Felt, adhesive, for sheathing vessels.

554. Fibrin, in all forms.

555. Fish, fresh, frozen, or packed in ice, caught in the Great Lakes or other fresh waters by citizens of the United States.

556. Fish skins.

557. Flint, flints, and flint stones, unground.

558. Fossils.

559. Fruits or berries, green, ripe, or dried, and fruits in brine, not specially provided for in this Act.

560. Fruit plants, tropical and semi-tropical, for the purpose of propagation or cultivation.

- 561. Furs, undressed.
- 562. Fur skins of all kinds not dressed in any manner and not specially provided for in this Act.
- 563. Gambier.
- 564. Glass enamel, white, for watch and clock dials.
- 565. Glass plates or discs, rough-cut or unwrought, for use in the manufacture of optical instruments, spectacles, and eye glasses, and suitable only for such use; *Provided, however,* That such discs exceeding eight inches in diameter may be polished sufficiently to enable the character of the glass to be determined.
- 566. Grasses and fibers; Istle or Tampico fiber, jute, jute butts, manila, sisal grass, sunn, and all other textile grasses or fibrous vegetable substances, not dressed or manufactured in any manner, and not specially provided for in this Act.
- 567. Gold-beaters' molds and gold-beaters' skins.
- 568. Grease, and oils (except fish oils), such as are commonly used in soap making or in wire-drawing, or for stuffing or dressing leather, and which are fit only for such uses, and not specially provided for in this Act.
- 569. Guano, manures, and all substances used only for manure.
- 570. Gutta percha, crude.
- 571. Hair of horse, cattle, and other animals, cleaned or uncleaned, drawn or undrawn, but unmanufactured, not specially provided for in this Act; and human hair, raw, uncleaned, and not drawn.
- 572. Hide cuttings, raw, with or without hair, and all other glue stock.
- 573. Hide rope.
- 574. Hones and whetstones.
- 575. Hoofs, unmanufactured.
- 576. Hop roots, for cultivation.
- 577. Horns, and parts of, unmanufactured, including horn strips and tips.
- 578. Ice.
- 579. India rubber, crude, and milk of, and old scrap or refuse India rubber which has been worn out by use and is fit only for remanufacture.
- 580. Indigo.
- 581. Iodine, crude.
- 582. Ipecac.
- 583. Iridium.
- 584. Ivory tusks in their natural state or cut vertically across the grain only, with the bark left intact, and vegetable ivory in its natural state.
- 585. Jalap.
- 586. Jet, unmanufactured.
- 587. Joss-stick, or Joss light.
- 588. Junk, old.
- 589. Kelp.

590. Kieserite.
591. Kyanite, or cyanite, and kaninite.
592. Lac dye, crude, seed, button, stick, and shell.
593. Lac spirits.
594. Lactarene.
595. Lava, unmanufactured.
596. Leeches.
597. Lemon juice, lime juice, and sour orange juice.
598. Licorice root, unground.
599. Lifeboats and life-saving apparatus specially imported by societies incorporated or established to encourage the saving of human life.
600. Lime, citrate of.
601. Lithographic stones, not engraved.
602. Litmus, prepared or not prepared.
603. Loadstones.
604. Madder and munjeet, or India madder, ground or prepared, and all extracts of.
605. Magnesite, crude or calcined, not purified.
606. Magnesium, not made up into articles.
607. Manganese, oxide and ore of.
608. Manna.
609. Manuscripts.
610. Marrow, crude.
611. Marshmallow or althea roots, leaves or flowers, natural or unmanufactured.
612. Medals of gold, silver or copper and other metallic articles actually bestowed as trophies or prizes, and received and accepted as honorary distinctions.
613. Meerschaum, crude or unmanufactured.
614. Minerals, crude or not advanced in value or condition by refining or by grinding or by other processes of manufacture, not specially provided for in this Act.
615. Mineral salts obtained by evaporation from mineral waters, when accompanied by a duly authenticated certificate and satisfactory proof showing that they are in no way artificially prepared, and are only the product of a designated mineral spring.
616. Models of inventions and other improvements in the arts, including patterns for machinery, but no article shall be deemed a model or pattern which can be fitted for use otherwise.
617. Moss, seaweeds, and vegetable substances, crude or unmanufactured, not otherwise specially provided for in this Act.
618. Musk, crude, in natural pods.
619. Myrobolans.
620. Needles, hand sewing, and darning.
621. Newspapers and periodicals; but the term "periodicals" as herein used shall be understood to embrace only unbound or paper-covered publications, issued within six months

of the time of entry, containing current literature of the day and issued regularly at stated periods, as weekly, monthly, or quarterly.

622. Nuts: Brazil nuts, cream nuts, palm nuts and palm-nut kernels; cocoanuts in the shell and broken coconut meat or copra, not shredded, dessicated, or prepared in any manner.

623. Nux vomica.

624. Oakum.

625. Oil cake.

626. Oils: Almond, amber, crude and rectified ambergris, anise or anise seed; aniline, aspic or spike lavender, bergamot, cajeput, caraway, cassia cinnamon, cedrat, chamomile, citronella or lemon grass, civet, coconut, fennel, ichthyol, jasmine or jasimine, juglandium, juniper, lavender, lemon, limes, mace, neroli or orange flower, enfleurage grease, nut oil or oil of nuts not otherwise specially provided for in this Act, orange oil, olive oil for manufacturing or mechanical purposes fit only for such use and valued at not more than sixty cents per gallon, ottar of roses, palm, rosemary or anthoss, sesame, or sesamum seed or bean, thyme, origanum red or white, valerian; and also spermacetti, whale and other fish oils of American fisheries, and all fish and other products of such fisheries; petroleum, crude or refined: *Provided*, That if there be imported into the United States crude petroleum or the products of crude petroleum produced in any country which imposes a duty on petroleum or its products exported from the United States, there shall in such cases be levied, paid, and collected a duty upon said crude petroleum or its products so imported equal to the duty imposed by such country.

627. Orange and lemon peel, not preserved, candied or dried.

628. Orchil, or orchil liquid.

629. Ores of gold, silver, copper, or nickel, and nickel matte; sweepings of gold and silver.

630. Osmium.

631. Palladium.

632. Paper stock, crude of every description, including all grasses, fibers, rags (other than wool), waste, including jute waste, shavings, clippings, old paper, rope ends, waste rope, and waste bagging, including old gunny cloth and old gunny bags, fit only to be converted into paper.

633. Paraffin.

634. Parchment and vellum.

635. Pearl, mother of, and shells, not sawed, cut, polished or otherwise manufactured, or advanced in value from the natural state.

636. Personal effects, not merchandise, of citizens of the United States dying in foreign countries.

637. Pewter and britannia metal, old, and fit only to be remanufactured.



638. Philosophical and scientific apparatus, utensils, instruments, and preparations, including bottles and boxes containing the same, specially imported in good faith for the use and by order of any society or institution incorporated or established solely for religious, philosophical, educational, scientific, or literary purposes, or for the encouragement of the fine arts, or for the use or by order of any college, academy, school, or seminary of learning in the United States, or any State or public library, and not for sale, subject to such regulations as the Secretary of the Treasury shall prescribe.

639. Phosphates, crude.

640. Plants, trees, shrubs, roots, seed-cane and seeds, imported by the Department of Agriculture or the United States Botanic Garden.

641. Platina, in ingots, bars, sheets, and wire.

642. Platinum, unmanufactured, and vases, retorts and other apparatus, vessels, and parts thereof composed of platinum, for chemical uses.

643. Plumbago.

644. Potash, crude, or "black salts;" carbonate of potash, crude or refined; hydrate of, or caustic potash, not including refined in sticks or rolls; nitrate of potash or saltpeter, crude; sulphate of potash, crude or refined, and muriate of potash.

645. Professional books, implements, instruments, and tools of trade, occupation, or employment, in the actual possession at the time, of persons emigrating to the United States; but this exemption shall not be construed to include machinery or other articles imported for use in any manufacturing establishment, or for any other person or persons, or for sale, nor shall it be construed to include theatrical scenery, properties, and apparel; but such articles brought by proprietors or managers of theatrical exhibitions arriving from abroad for temporary use by them in such exhibitions, and not for any other person, and not for sale, and which have been used by them abroad, shall be admitted free of duty under such regulations as the Secretary of the Treasury may prescribe; but bonds shall be given for the payment to the United States of such duties as may be imposed by law upon any and all such articles as shall not be exported within six months after such importation: *Provided*, That the Secretary of the Treasury may in his discretion extend such period for a further term of six months in case application shall be made therefor.

646. Pulu.

647. Quinia, sulphate of, and all alkaloids or salts of cinchona bark.

648. Rags, not otherwise specially provided for in this Act.

649. Regalia and gems, statuary, and specimens or casts of sculpture, where specially imported in good faith for the use and by order of any society incorporated or established solely for religious, philosophical, educational, scientific, or literary

purposes, or for the encouragement of the fine arts, or for the use and by order of any college, academy, school, or seminary of learning in the United States, or any State or public library, and not for sale; but the term "regalia" as herein used shall be held to embrace only such insignia of rank or office or emblems as may be worn upon the person or borne in the hand during public exercises of the society or institution, and shall not include articles of furniture or fixtures, or of regular wearing apparel, nor personal property of individuals.

650. Rennets, raw or prepared.

651. Saffron and safflower, and extract of, and saffron cake.

652. Sago, crude.

653. Salacin.

654. Salep, or salop.

655. Sausages, bologna.

656. Seeds: Anise, caraway, cardamom, cauliflower, coriander, cotton, cummin, fennel, fenugreek, hemp, hoarhound, mangel-wurzel, mustard, rape, Saint John's bread or bean, sugar beet, sorghum or cane for seed; bulbs and bulbous roots, not edible and not otherwise provided for; all flower and grass seeds, all the foregoing not especially provided for in this Act.

657. Sheep dips, not including compounds or preparations that can be used for other purposes.

658. Shotgun barrels, in single tubes, forged, rough bored,

659. Shrimps and other shell fish.

660. Silk, raw, or as reeled from the cocoon, but not doubled, twisted, or advanced in manufacture in any way.

661. Silk cocoons and silk waste.

662. Silkworm's eggs.

663. Skeletons and other preparations of anatomy.

664. Skins of all kinds, raw (except sheepskins with the wool on), and hides not specially provided for in this Act.

665. Soda, nitrate of, or cubic nitrate.

666. Specimens of natural history, botany, and mineralogy, when imported for scientific public collections, and not for sale.

667. Spices: Cassia, cassia vera, and cassia buds; cinnamon and chips of; cloves and clove stems; mace; nutmegs; pepper, black or white, and pimento; all the foregoing when unground; ginger root, unground and not preserved or candied.

668. Spunk.

669. Spurs and stilts used in the manufacture of earthen, porcelain, and stone ware.

670. Stamps; foreign postage or revenue stamps, canceled or uncanceled.

671. Stone and sand: burrstone in blocks, rough or unmanufactured; cliff stone, unmanufactured: rotten stone, trip-

oli, and sand, crude or manufactured, not otherwise provided for in this Act.

672. Storax or styrax.

673. Strontia, oxide of, and brotozide of strontian, and strontianite, or mineral carbonate of strontia.

674. Sulphur, lac or precipitated, and sulphur or brimstone, crude, in bulk, sulphur or as pyrites, or sulphuret of iron in its natural state, containing in excess of twenty-five per centum of sulphur, and sulphur not otherwise provided for.

675. Sulphuric acid which at the temperature of sixty degrees Fahrenheit does not exceed the specific gravity of one and three hundred and eighty thousandths, for use in manufacturing super phosphate of lime or artificial manures of any kind, or for any agricultural purposes: *Provided*, That upon all sulphuric acid imported from any country, whether independent or a dependency, which imposes a duty upon sulphuric acid imported into such country from the United States, there shall be levied and collected a duty of one-fourth of one cent per pound.

676. Tamarinds.

677. Tapioca, cassava or cassady.

678. Tar and pitch of wood.

679. Tea and tea plants.

680. Teeth, natural or unmanufactured.

681. Terra alba, not made from gypsum or plaster rock.

682. Terra japonica.

683. Tin ore, cassiterite, or black oxide of tin, and tin in bars, blocks, pigs, or grain or granulated.

684. Tobacco stems.

685. Tonquin, tonqua, or tonka beans.

686. Turmeric.

687. Turpentine, Venice.

688. Turpentine, spirits of.

689. Turtles.

690. Types, old, and fit only to be remanufactured.

691. Uranium, oxide and salts of.

692. Vaccine virus.

693. Valonia.

694. Verdigris, or subacetate of copper.

695. Wax, vegetable or mineral.

696. Wafers, unleavened or not edible.

697. Wearing apparel, articles of personal adornment, toilet articles, and similar personal effects of persons arriving in the United States; but this exemption shall only include such articles as actually accompany and are in the use of, and as are necessary and appropriate for the wear and use of such persons, for the immediate purposes of the journey and present comfort and convenience, and shall not be held to apply to merchandise or articles intended for other persons or for sale: *Provided*, That in case of residents of the United States returning from abroad, all wearing apparel and other personal effects

taken by them out of the United States to foreign countries shall be admitted free of duty, without regard to their value, upon their identity being established, under appropriate rules and regulations to be prescribed by the Secretary of the Treasury, but no more than one hundred dollars in value of articles purchased abroad by such residents of the United States shall be admitted free of duty upon their return.

698. Whalebone, unmanufactured.

699. Wood: Logs and round unmanufactured timber, including pulp-woods, firewood, handlebolts, shingle-bolts, gun-blocks for gunstocks rough-hewn or sawed or planed on one side, hop-poles, ship-timber and ship-planking; all the foregoing not specially provided for in this Act.

700. Woods: Cedar, lignum-vitæ, lancewood, ebony, box, granadilla, mahogany, rosewood, satinwood, and all forms of cabinet woods, in the log, rough, or hewn only; briar root or briar wood and similar wood unmanufactured, or not further advanced than cut into blocks suitable for the articles into which they are intended to be converted; bamboo, rattan, reeds unmanufactured, India malacca joints, and sticks of partridge, hair wood, pimento, orange, myrtle and other woods not specially provided for in this Act, in the rough, or not further advanced than cut into lengths suitable for sticks for umbrellas, parasols, sunshades, whips, fishing-rods, or walking-canes.

701. Works of art, drawings, engravings, photographic pictures, and philosophical and scientific apparatus brought by professional artists, lecturers, or scientists arriving from abroad for use by them temporarily for exhibition and in illustration, promotion, and encouragement of art, science, or industry in the United States, and not for sale, shall be admitted free of duty, under such regulations as the Secretary of the Treasury shall prescribe; but bonds shall be given for the payment to the United States of such duties as may be imposed by law upon any and all such articles as shall not be exported within six months after such importation: *Provided*, That the Secretary of the Treasury may, in his discretion, extend such period for a further term of six months in cases where applications therefor shall be made.

702. Works of art, collections in illustration of the progress of the arts, sciences, or manufactures, photographs, works in terra cotta, parian, pottery or porcelain, antiquities and artistic copies thereof in metal or other material, imported in good faith for exhibition at a fixed place by any State or by any society or institution established for the encouragement of the arts, science, or education, or for a municipal corporation, and all like articles imported in good faith by any society or association, or for a municipal corporation for the purpose of erecting a public monument, and not intended for sale, nor for any other purpose than herein expressed; but bonds shall be given under such rules and regulations as the Secretary of

the Treasury may prescribe, for the payment of lawful duties which may accrue should any of the articles aforesaid be sold, transferred, or used contrary to this provision, and such articles shall be subject, at any time, to examination and inspection by the proper officers of the customs: *Provided*, That the privileges of this and the preceding section shall not be allowed to associations or corporations engaged in or connected with business of a private or commercial character.

703. Works of art, the production of American artists residing temporarily abroad, or other works of art, including pictorial paintings on glass, imported expressly for presentation to a national institution, or to any State or municipal corporation, or incorporated religious society, college, or other public institution, except stained or painted window-glass or stained or painted glass windows; but such exemption shall be subject to such regulations as the Secretary of the Treasury may prescribe.

704. Yams.

705. Zaffer.

Sec. 3. That for the purpose of equalizing the trade of the United States with foreign countries, and their colonies, producing and exporting to this country the following articles: Argols, or crude tartar, or wine lees, crude; brandies, or other spirits manufactured or distilled from grain or other materials; champagne and all other sparkling wines; still wines and vermouth; paintings and statuary; or any of them, the President be, and he is hereby authorized, as soon as may be after the passage of this Act, and from time to time thereafter, to enter into negotiations with the governments of those countries exporting to the United States the above-mentioned articles, or any of them, with a view to the arrangement of commercial agreements in which reciprocal and equivalent concessions may be secured in favor of the products and manufactures of the United States; and whenever the government of any country, or colony, producing and exporting to the United States the above-mentioned articles, or any of them, shall enter into a commercial agreement with the United States, or make concessions in favor of the products, or manufactures thereof, which, in the judgment of the President shall be reciprocal and equivalent, he shall be, and he is hereby, authorized and empowered to suspend, during the time of such agreement or concession, by proclamation to that effect, the imposition and collection of the duties mentioned in this Act, on such article or articles so exported to the United States from such country or colony, and thereupon and thereafter the duties levied, collected and paid upon such article or articles shall be as follows, namely:

Argols, or crude tartar, or wine lees, crude, five per centum ad valorem.

Brandies, or other spirits manufactured or distilled from



grain or other materials, one dollar and seventy-five cents per proof gallon.

Champagne and all other sparkling wines, in bottles containing not more than one quart and more than one pint, six dollars per dozen; containing not more than one pint each and more than one-half pint, three dollars per dozen; containing one-half pint each or less, one dollar and fifty cents per dozen; in bottles or other vessels containing more than one quart each, in addition to six dollars per dozen bottles on the quantities in excess of one quart, at the rate of one dollar and ninety cents per gallon.

Still wines, and vermouth, in casks, thirty-five cents per gallon; in bottles or jugs, per case of one dozen bottles or jugs containing each not more than one quart and more than one pint, or twenty-four bottles or jugs containing each not more than one pint, one dollar and twenty-five cents per case, and any excess beyond these quantities found in such bottles or jugs shall be subject to a duty of four cents per pint or fractional part thereof, but no separate or additional duty shall be assessed upon the bottles or jugs.

Paintings in oil or water colors, pastels, pen and ink drawings, and statuary, fifteen per centum ad valorem.

The President shall have power, and it shall be his duty, whenever he shall be satisfied that any such agreement in this Section mentioned is not being fully executed by the Government with which it shall have been made, to revoke such suspension and notify such Government thereof.

And it is further provided that with a view to secure reciprocal trade with countries producing the following articles, whenever and so often as the President shall be satisfied that the the Government of any country, or colony of such Government, producing and exporting directly or indirectly to the United States coffee, tea, and tonquin, tonqua, or tonka beans, and vanilla beans, or any of such articles, imposes duties or other exactions upon the agricultural, manufactured, or other products of the United States, which, in view of the introduction of such coffee, tea, and tonquin, tonqua, or tonka, beans, and vanilla beans, into the United States, as in this Act hereinbefore provided for, he may deem to be reciprocally unequal and unreasonable, he shall have the power and it shall be his duty to suspend, by proclamation to that effect, the provisions of this Act relating to the free introduction of such coffee, tea, and tonquin, tonqua, or tonka beans, and vanilla beans, of the products of such country or colony, for such time as he shall deem just; and in such case and during such suspension duties shall be levied, collected, and paid upon coffee, tea, and tonquin, tonqua, or tonka beans, and vanilla beans, the products or exports, direct or indirect, from such designated country, as follows:

On coffee, three cents per pound.

On tea, ten cents per pound.



On tonquin, tonqua, or tonka beans, fifty cents per pound; vanilla beans, two dollars per pound; vanilla beans, commercially known as cuts, one dollar per pound.

Sec. 4. That whenever the President of the United States, by and with the advice and consent of the Senate, with a view to secure reciprocal trade with foreign countries, shall, within the period of two years from and after the passage of this Act, enter into commercial treaty or treaties with any other country or countries concerning the admission into any such country or countries of the goods, wares and merchandise of the United States and their use and disposition therein, deemed to be for the interests of the United States, and in such treaty or treaties, in consideration of the advantages accruing to the United States therefrom, shall provide for the reduction during a specified period, not exceeding five years, of the duties imposed by this Act, to the extent of not more than twenty per centum thereof, upon such goods, wares, or merchandise as may be designated therein of the country or countries with which such treaty or treaties shall be made as in this section provided for; or shall provide for the transfer during such period from the dutiable list of this Act to the free list thereof of such goods, wares, and merchandise, being the natural products of such foreign country or countries and not of the United States; or shall provide for the retention upon the free list of this Act during a specified period, not exceeding five years, of such goods, wares, and merchandise now included in said free list as may be designated therein; and when any such treaty shall have been duly ratified by the Senate and approved by Congress, and public proclamation made accordingly, then and thereafter the duties which shall be collected by the United States upon any of the designated goods, wares, and merchandise from the foreign country with which such treaty has been made, shall during the period provided for, be the duties specified and provided for in such treaty, and none other.

Sec. 5. That whenever any country, dependency, or colony shall pay or bestow, directly or indirectly, any bounty or grant upon the exportation of any article or merchandise from such country, dependency, or colony, and such article or merchandise is dutiable under the provisions of this Act, then upon the importation of any such article or merchandise into the United States, whether the same shall be imported directly from the country of production or otherwise, and whether such article or merchandise is imported in the same condition as when exported from the country of production or has been changed in condition by remanufacture or otherwise, there shall be levied and paid, in all such cases, in addition to the duties otherwise imposed by this Act, an additional duty equal to the net amount of such bounty or grant, however the same be paid or bestowed, The net amount of all such bounties or grants shall be from time to time ascertained, determined, and

declared by the Secretary of the Treasury, who shall make all needful regulations for the identification of such articles and merchandise and for the assessment and collection of such additional duties.

Sec. 6. That there shall be levied, collected, and paid on the importation of all raw or unmanufactured articles, not enumerated or provided for in this Act, a duty of ten per centum ad valorem, and on all articles manufactured in whole or in part, not provided for in this Act, a duty of twenty per centum ad valorem.

Sec. 7. That each and every imported article, not enumerated in this Act, which is similar, either in material, quality, texture, or the use to which it may be applied, to any article enumerated in this Act as chargeable with duty, shall pay the same rate of duty which is levied on the enumerated article which it most resembles in any of the particulars before mentioned; and if any nonenumerated article equally resembles two or more enumerated articles on which different rates of duty are chargeable, there shall be levied on such nonenumerated article the same rate of duty as is chargeable on the article which it resembles paying the highest rate of duty; and on articles not enumerated, manufactured of two or more materials, the duty shall be assessed at the highest rate at which the same would be chargeable if composed wholly of the component material thereof of chief value; and the words "component material of chief value," wherever used in this Act, shall be held to mean that component material which shall exceed in value any other single component material of the article; and the value of each component material shall be determined by the ascertained value of such material in its condition as found in the article. If two or more rates of duty shall be applicable to any imported article, it shall pay duty at the highest of such rates.

Sec. 8. That all articles of foreign manufacture, such as are usually or ordinarily marked, stamped, branded, or labeled, and all packages containing such or other imported articles, shall, respectively, be plainly marked, stamped, branded, or labeled in legible English words in a conspicuous place, so as to indicate the country of their origin and the quantity of their contents; and until so marked, stamped, branded, or labeled they shall not be delivered to the importer. Should any article of imported merchandise be marked, stamped, branded, or labeled so as to indicate a quantity, number, or measurement in excess of the quantity, number, or measurement actually contained in such article, no delivery of the same shall be made to the importer until the mark, stamp, brand, or label, as the case may be, shall be changed so as to conform to the facts of the case.

Sec. 9. That section thirty-three hundred and forty-one of the Revised Statutes of the United States be, and hereby is, amended to read as follows:

"Sec. 3341. The Commissioner of Internal Revenue shall cause to be prepared, for the payment of such tax, suitable stamps denoting the amount of tax required to be paid on the hogsheads, barrels, and halves, thirds, quarters, sixths, and eighths of a barrel of such fermented liquors (and shall also cause to be prepared suitable permits for the purpose herein-after mentioned), and shall furnish the same to the collectors of internal revenue, who shall each be required to keep on hand at all times a sufficient supply of permits and a supply of stamps equal in amount to two months' sales thereof, if there be any brewery or brewery warehouse in his district; and such stamps shall be sold, and permits granted and delivered by such collectors, only to the brewers of their district, respectively.

"Such collectors shall keep an account of the number of permits delivered and of the number and value of the stamps sold by them to each brewer.

Sec. 10. That section thirty-three hundred and ninety-four of the Revised Statutes of the United States, as amended, be, and the same is hereby, further amended, so as to read as follows:

"Upon cigars which shall be manufactured and sold, or removed for consumption or sale, there shall be assessed and collected the following taxes, to be paid by the manufacturer thereof: On cigars of all descriptions made of tobacco, or any substitute therefor and weighing more than three pounds per thousand, three dollars per thousand; on cigars, made of tobacco, or any substitute therefor, and weighing not more than three pounds per thousand, one dollar per thousand; on cigarettes, made of tobacco, or any substitute therefor, and weighing more than three pounds per thousand, three dollars per thousand; on cigarettes, made of tobacco, or any substitute therefor, and weighing not more than three pounds per thousand, one dollar per thousand: *Provided*, That all rolls of tobacco, or any substitute therefor, wrapped with tobacco, shall be classed as cigars, and all rolls of tobacco, or any substitute therefor, wrapped in paper or any substance other than tobacco, shall be classed as cigarettes.

"And the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall provide dies and adhesive stamps for cigars weighing not more than three pounds per thousand: *Provided*, That such stamps shall be in denominations of ten, twenty, fifty and one hundred, and the laws and regulations governing the packing and removal for sale of cigarettes, and the affixing and canceling of the stamps on the packages thereof, shall apply to cigars weighing not more than three pounds per thousand.

"None of the packages of smoking tobacco and fine-cut chewing tobacco and cigarettes prescribed by law shall be permitted to have packed in, or attached to, or connected with them, any article or thing whatsoever other than the manu-

facturers' wrappers and labels, the internal revenue stamp and the tobacco or cigarettes, respectively, put up therein, on which tax is required to be paid under the internal revenue laws; nor shall there be affixed to, or branded, stamped, marked, written, or printed upon, said packages, or their contents, any promise or offer of, or any order or certificate for, any gift, prize, premium, payment or reward."

Sec. 11. That no article of imported merchandise which shall copy or simulate the name or trade-mark of any domestic manufacture or manufacturer, or which shall bear a name or mark, which is calculated to induce the public to believe that the article is manufactured in the United States, shall be admitted to entry at any custom-house of the United States. And in order to aid the officers of the customs in enforcing this prohibition, any domestic manufacturer who has adopted trade marks may require his name and residence and a description of his trade-marks to be recorded in books which shall be kept for that purpose in the Department of the Treasury, under such regulations as the Secretary of the Treasury shall prescribe, and may furnish to the Department facsimiles of such trade-marks; and thereupon the Secretary of the Treasury shall cause one or more copies of the same to be transmitted to each collector or other proper officer of the customs.

Sec. 12. That all materials of foreign production which may be necessary for the construction of vessels built in the United States for foreign account and ownership, or for the purpose of being employed in the foreign trade, including the trade between the Atlantic and Pacific ports of the United States, and all such materials necessary for the building of their machinery, and all articles necessary for their outfit and equipment, may be imported in bond under such regulations as the Secretary of the Treasury may prescribe; and upon proof that such materials have been used for such purposes no duties shall be paid thereon. But vessels receiving the benefit of this section shall not be allowed to engage in the coastwise trade of the United States more than two months in any one year except upon the payment to the United States of the duties of which a rebate is herein allowed: *Provided*, That vessels built in the United States for foreign account and ownership shall not be allowed to engage in the coastwise trade of the United States.

Sec. 13. That all articles of foreign or domestic production needed for the repair of American vessels engaged in foreign trade, including the trade between the Atlantic and Pacific ports of the United States, may be withdrawn from bonded warehouses free of duty, under such regulations as the Secretary of the Treasury may prescribe.

Sec. 14. That the sixteenth section of an Act entitled "An Act to remove certain burdens on the American merchant marine and encourage the American foreign carrying trade,

and for other purposes," approved June twenty-sixth, eighteen hundred and eighty-four, be amended so as to read as follows:

"Sec. 16. That all articles of foreign production needed and actually withdrawn from bonded warehouses and bonded manufacturing warehouses for supplies (not including equipment) of vessels of the United States engaged in foreign trade, or in trade between the Atlantic and Pacific ports of the United States, may be so withdrawn from said bonded warehouses free of duty or of internal revenue tax, as the case may be, under such regulations as the Secretary of the Treasury may prescribe; but no such articles shall be landed at any port of the United States."

Sec. 15. That all articles manufactured in whole or in part of imported materials, or of materials subject to internal revenue tax, and intended for exportation without being charged with duty, and without having an internal revenue stamp affixed thereto, shall, under such regulations as the Secretary of the Treasury may prescribe, in order to be so manufactured and exported, be made and manufactured in bonded warehouses similar to those known and designated in Treasury Regulations as bonded warehouses, class six: *Provided*, That the manufacturer of such article shall first give satisfactory bonds for the faithful observance of all the provisions of law and of such regulations as shall be prescribed by the Secretary of the Treasury: *Provided further*, That the manufacture of distilled spirits from grain, starch, molasses or sugar, including all dilutions or mixtures of them or either of them, shall not be permitted in such manufacturing warehouses.

Whenever goods manufactured in any bonded warehouse established under the provisions of the preceding paragraph shall be exported directly therefrom or shall be duly laden for transportation and immediate exportation under the supervision of the proper officer who shall be duly designated for that purpose, such goods shall be exempt from duty and from the requirements relating to revenue stamps.

Any materials used in the manufacture of such goods, and any packages, coverings, vessels, brands and labels used in putting up the same may, under the regulations of the Secretary of the Treasury, be conveyed without the payment of revenue tax or duty into any bonded manufacturing warehouse, and imported goods may, under the aforesaid regulations, be transferred without the exaction of duty from any bonded warehouse into any bonded manufacturing warehouse; but this privilege shall not be held to apply to implements, machinery, or apparatus to be used in the construction or repair of any bonded manufacturing warehouse or for the prosecution of the business carried on therein.

No articles or materials received into such bonded manufacturing warehouse shall be withdrawn or removed therefrom except for direct shipment and exportation or for transportation and immediate exportation in bond under the supervision



of the officer duly designated therefor by the collector of the port, who shall certify to such shipment and exportation, or lading for transportation, as the case may be, describing the articles by their mark or otherwise, the quantity, the date of exportation, and the name of the vessel. All labor performed and services rendered under these provisions shall be under the supervision of a duly designated officer of the customs and at the expense of the manufacturer.

A careful account shall be kept by the collector of all merchandise delivered by him to any bonded manufacturing warehouse, and a sworn monthly return, verified by the customs officers in charge, shall be made by the manufacturers containing a detailed statement of all imported merchandise used by him in the manufacture of exported articles.

Before commencing business the proprietor of any manufacturing warehouse shall file with the Secretary of the Treasury a list of all the articles intended to be manufactured in such warehouse, and state the formula of manufacture and the names and quantities of the ingredients to be used therein.

Articles manufactured under these provisions may be withdrawn under such regulations as the Secretary of the Treasury may prescribe for transportation and delivery into any bonded warehouse at an exterior port for the sole purpose of immediate export therefrom.

The provisions of Revised Statutes thirty-four hundred and thirty-three shall, so far as may be practicable, apply to any bonded manufacturing warehouse established under this act and to the merchandise conveyed therein.

Sec. 16. That all persons are prohibited from importing into the United States from any foreign country any obscene book, pamphlet, paper, writing, advertisement, circular, print, picture, drawing, or other representation, figure or image on or of paper or other material, or any cast, instrument or other article of an immoral nature, or any drug or medicine, or any article whatever for the prevention of conception or for causing unlawful abortion, or any lottery ticket or any advertisement of any lottery. No such articles, whether imported separately or contained in packages with other goods entitled to entry, shall be admitted to entry; and all such articles shall be proceeded against, seized, and forfeited by due course of law. All such prohibited articles and the packages in which they are contained in the course of importation shall be detained by the officer of customs, and proceedings taken against the same as hereinafter prescribed, unless it appears to the satisfaction of the collector of customs that the obscene articles contained in the package were inclosed therein without the knowledge or consent of the importer, owner, agent or consignee: *Provided*, That the drugs hereinbefore mentioned, when imported in bulk and not put up for any of the purposes hereinbefore specified, are excepted from the operation of this section.



Sec. 17. That whoever, being an officer, agent or employe of the Government of the United States, shall knowingly aid or abet any person engaged in any violation of any of the provisions of law prohibiting importing, advertising, dealing in, exhibiting, or sending or receiving by mail obscene or indecent publications or representations, or means for preventing conception or procuring abortion, or other articles of indecent or immoral use or tendency, shall be deemed guilty of a misdemeanor, and shall for every offense be punishable by a fine of not more than \$5,000, or by imprisonment at hard labor for not more than ten years, or both.

Sec. 18. That any Judge of any District or Circuit Court of the United States, within the proper district, before whom complaint in writing of any violation of the two preceding sections is made, to the satisfaction of such Judge, and founded on knowledge or belief, and if upon belief, setting forth the grounds of such belief, and supported by oath or affirmation of the complainant, may issue, conformably to the Constitution, a warrant directed to the Marshal or any Deputy Marshal in the proper district, directing him to search for, seize, and take possession of any such article or thing mentioned in the two preceding sections, and to make due and immediate return thereof to the end that the same may be condemned and destroyed by proceedings, which shall be conducted in the same manner as other proceedings in the case of municipal seizure, and with the same right of appeal or writ of error.

Sec. 19. That machinery for repair may be imported into the United States without payment of duty, under bond, to be given in double the appraised value thereof, to be withdrawn and exported after said machinery shall have been repaired; and the Secretary of the Treasury is authorized and directed to prescribe such rules and regulations as may be necessary to protect the revenue against fraud and secure the identity and character of all such importations when again withdrawn and exported, restricting and limiting the export and withdrawal to the same port of entry where imported, and also limiting all bonds to a period of time of not more than six months from the date of the importation.

Sec. 20. That the produce of the forests of the State of Maine upon the Saint John River and its tributaries, owned by American citizens, and sawed or hewed in the province of New Brunswick by American citizens, the same being otherwise unmanufactured in whole or in part, which is now admitted into the ports of the United States free of duty, shall continue to be so admitted, under such regulations as the Secretary of the Treasury shall from time to time prescribe.

Sec. 21. That the produce of the forests of the State of Maine upon the Saint Croix River and its tributaries owned by American citizens, and sawed or hewed in the province of New Brunswick by American citizens, the same being otherwise unmanufactured in whole or in part, shall be admitted into the

ports of the United States free of duty, under such regulations as the Secretary of the Treasury shall from time to time prescribe.

Sec. 22. That a discriminating duty of ten per centum ad valorem, in addition to the duties imposed by law, shall be levied, collected and paid on all goods, wares, or merchandise which shall be imported in vessels not of the United States, or which, being the production or manufacture of any foreign country not contiguous to the United States, shall come into the United States from such contiguous country; but this discriminating duty shall not apply to goods, wares, or merchandise which shall be imported in vessels not of the United States, entitled at the time of such importation by treaty or convention to be entered in the ports of the United States on payment of the same duties as shall then be payable on goods, wares and merchandise imported in vessels of the United States, nor to such foreign products or manufactures as shall be imported from such contiguous countries in the usual course of strictly retail trade.

Sec. 23. That no goods, wares, or merchandise, unless in cases provided for by treaty, shall be imported into the United States from any foreign port or place, except in vessels of the United States, or in such foreign vessels as truly and wholly belong to the citizens or subjects of that country of which the goods are the growth, production or manufacture, or from which such goods, wares, or merchandise can only be, or most usually are, first shipped for transportation. All goods, wares, or merchandise imported contrary to this section, and the vessel wherein the same shall be imported, together with her cargo, tackle, apparel, and furniture, shall be forfeited to the United States; and such goods, wares, or merchandise, ship or vessel, and cargo shall be liable to be seized, prosecuted, and condemned in like manner, and under the same regulations, restrictions and provisions as have been heretofore established for the recovery, collection, distribution, and remission of forfeitures to the United States by the several revenue laws.

Sec. 24. That the preceding section shall not apply to vessels or goods, wares or merchandise imported in vessels of a foreign nation which does not maintain a similar regulation against vessels of the United States.

Sec. 25. That the importation of neat cattle and the hides of neat cattle from any foreign country into the United States is prohibited: *Provided*, That the operation of this section shall be suspended as to any foreign country or countries, or any parts of such country or countries, whenever the Secretary of the Treasury shall officially determine, and give public notice thereof that such importation will not tend to the introduction or spread of contagious or infectious diseases among the cattle of the United States; and the Secretary of the Treasury is hereby authorized and empowered, and it shall be his duty, to make all necessary orders and regulations to carry

this section into effect, or to suspend the same as herein provided, and to send copies thereof to the proper officers in the United States, and to such officers or agents of the United States in foreign countries as he shall judge necessary.

Sec. 26. That any person convicted of a wilful violation of any of the provisions of the preceding section shall be fined not exceeding five hundred dollars, or imprisoned not exceeding one year, or both, in the discretion of the court.

Sec. 27. That upon the reimportation of articles once exported, of the growth, product or manufacture of the United States, upon which no internal tax has been assessed or paid, or upon which such tax has been paid and refunded by allowance or drawback, there shall be levied, collected and paid a duty equal to the tax imposed by the internal revenue laws upon such articles, except articles manufactured in bonded warehouses and exported pursuant to law, which shall be subject to the same rate of duty as if originally imported.

Sec. 28. That whenever any vessel laden with merchandise, in whole or in part, subject to duty, has been sunk in any river, harbor, bay, or waters subject to the jurisdiction of the United States, and within its limits, for the period of two years, and is abandoned by the owner thereof, any person who may raise such vessel shall be permitted to bring any merchandise recovered therefrom into the port nearest to the place where such vessel was so raised free from the payment of any duty thereupon, but under such regulations as the Secretary of the Treasury may prescribe.

Sec. 29. That the works of manufacturers engaged in smelting or refining metals, or both smelting and refining, in the United States may be designated as bonded warehouses under such regulations as the Secretary of the Treasury may prescribe: *Provided*, That such manufacturers shall first give satisfactory bonds to the Secretary of the Treasury. Ores or metals in any crude form requiring smelting or refining to make them readily available in the arts, imported into the United States to be smelted or refined and intended to be exported in a refined but unmanufactured state, shall, under such rules as the Secretary of the Treasury may prescribe, and under the direction of the proper officer, be removed in original packages or in bulk from the vessel or other vehicle on which they have been imported, or from the bonded warehouse in which the same may be, into the bonded warehouse in which such smelting or refining, or both, may be carried on, for the purpose of being smelted or refined, or both, without payment of duties thereon, and may there be smelted or refined, together with other metals of home or foreign production; *Provided*, That each day a quantity of refined metal equal to ninety per centum of the amount of imported metal smelted or refined that day shall be set aside, and such metal so set aside shall not be taken from said works except for transportation to another bonded warehouse or for exportation, under

the direction of the proper officer having charge thereof as aforesaid, whose certificate, describing the articles by their marks or otherwise, the quantity, the date of importation, and the name of vessel or other vehicle by which it was imported, with such additional particulars as may from time to time be required, shall be received by the collector of customs as sufficient evidence of the exportation of the metal, or it may be removed under such regulations as the Secretary of the Treasury may prescribe, upon entry and payment of duties, for domestic consumption, and the exportation of the ninety per centum of metals hereinbefore provided for shall entitle the ores and metals imported under the provisions of this section to admission without payment of the duties thereon: *Provided further*, That in respect to lead ores imported under the provisions of this section the refined metals set aside shall either be reexported or the regular duties paid thereon within six months from the date of the receipt of the ore. All labor performed and services rendered under these regulations shall be under the supervision of an officer of the customs, to be appointed by the Secretary of the Treasury, and at the expense of the manufacturer.

Sec. 30. That where imported materials on which duties have been paid are used in the manufacture of articles manufactured or produced in the United States, there shall be allowed on the exportation of such articles a drawback equal in amount to the duties paid on the materials used, less one per centum of such duties: *Provided*, That when the articles exported are made in part from domestic materials, the imported materials, or the parts of the articles made from such materials, shall so appear in the completed articles that the quantity or measure thereof may be ascertained: *And provided further*, That the drawback on any article allowed under existing law shall be continued at the rate herein provided. That the imported materials used in the manufacture or production of articles entitled to drawback of customs duties when exported shall, in all cases where drawback of duties paid on such materials is claimed, be identified, the quantity of such material used and amount of duties paid thereon shall be ascertained, the facts of the manufacture or production of such articles in the United States and their exportation therefrom shall be determined, and the drawback due thereon shall be paid to the manufacturer, producer, or exporter, to the agent of either or to the person to whom such manufacturer, producer, exporter, or agent shall in writing order such drawback paid, under such regulations as the Secretary of the Treasury shall prescribe.

Sec. 31. That all goods, wares, articles, and merchandise manufactured wholly or in part in any foreign country by convict labor shall not be entitled to entry at any of the ports of the United States, and the importation thereof is hereby prohibited, and the Secretary of the Treasury is authorized

and directed to prescribe such regulations as may be necessary for the enforcement of this provision.

Sec. 32. That sections seven and eleven of the Act entitled "An Act to simplify the laws in relation to the collection of the revenues," approved June tenth, eighteen hundred and ninety, be, and the same are hereby, amended so as to read as follows:

Sec. 7. That the owner, consignee, or agent of any imported merchandise which has been actually purchased may, at the time when he shall make and verify his written entry of such merchandise, but not afterwards, make such addition in the entry to the cost or value given in the invoice or pro forma invoice or statement in form of an invoice, which he shall produce with his entry, as in his opinion may raise the same to the actual market value or wholesale price of such merchandise at the time of exportation to the United States, in the principal markets of the country from which the same has been imported; but no such addition shall be made upon entry to the invoice value of any imported merchandise obtained otherwise than by actual purchase; and the collector within whose district any merchandise may be imported or entered, whether the same has been actually purchased or procured otherwise than by purchase, shall cause the actual market value or wholesale price of such merchandise to be appraised; and if the appraised value of any article of imported merchandise subject to an ad valorem duty or to a duty based upon or regulated in any manner by the value thereof shall exceed the value declared in the entry, there shall be levied, collected, and paid, in addition to the duties imposed by law on such merchandise, an additional duty of one per centum of the total appraised value thereof for each one per centum that such appraised value exceeds the value declared in the entry, but the additional duties shall only apply to the particular article or articles in each invoice that are so undervalued, and shall be limited to fifty per centum of the appraised value of such article or articles. Such additional duties shall not be construed to be penal, and shall not be remitted, nor payment thereof in any way avoided, except in cases arising from a manifest clerical error, nor shall they be refunded in case of exportation of the merchandise, or on any other account, nor shall they be subject to the benefit of drawback: *Provided*, That if the appraised value of any merchandise shall exceed the value declared in the entry by more than fifty per centum, except when arising from a manifest clerical error, such entry shall be held to be presumptively fraudulent, and the collector of customs shall seize such merchandise and proceed as in case of forfeiture for violation of the customs laws, and in any legal proceedings that may result from such seizure, the undervaluation as shown by the appraisal shall be presumptive evidence of fraud, and the burden of proof shall be on the claimant to rebut the same and forfeiture shall be adjudged unless he shall rebut such presumption of fraudulent intent by sufficient evi-



dence. The forfeiture provided for in this section shall apply to the whole of the merchandise or the value thereof in the case or package containing the particular article or articles in each invoice which are undervalued: *Provided, further*, That all additional duties, penalties or forfeitures applicable to merchandise entered by a duly certified invoice, shall be alike applicable to merchandise entered by a pro forma invoice or statement in the form of an invoice, and no forfeiture or disability of any kind, incurred under the provisions of this section shall be remitted or mitigated by the Secretary of the Treasury. The duty shall not, however, be assessed in any case upon an amount less than the invoice or entered value:

Sec. 11. That, when the actual market value as defined by law, of any article of imported merchandise, wholly or partly manufactured and subject to an ad valorem duty, or to a duty based in whole or in part on value, cannot be otherwise ascertained to the satisfaction of the appraising officer, such officer shall use all available means in his power to ascertain the cost of production of such merchandise at the time of exportation to the United States, and at the place of manufacture; such cost of production to include the cost of materials and of fabrication, all general expenses covering each and every outlay of whatsoever nature incident to such production, together with the expense of preparing and putting up such merchandise ready for shipment, and an addition of not less than eight nor more than fifty per centum upon the total cost as thus ascertained; and in no case shall such merchandise be appraised upon original appraisal or reappraisement at less than the total cost of production as thus ascertained. It shall be lawful for appraising officers, in determining the dutiable value of such merchandise, to take into consideration the wholesale price at which such or similar merchandise is sold or offered for sale in the United States, due allowance being made for estimated duties thereon, the cost of transportation, insurance, and other necessary expenses from the place of shipment to the United States, and a reasonable commission, if any has been paid, not exceeding six per centum.

Sec. 33. That on and after the day when this Act shall go into effect all goods, wares and merchandise previously imported, for which no entry has been made, and all goods, wares, and merchandise previously entered without payment of duty and under bond for warehousing, transportation, or any other purpose, for which no permit of delivery to the importer or his agent has been issued, shall be subjected to the duties imposed by this Act and to no other duty, upon the entry of the withdrawal thereof: *Provided*, That when duties are based upon the weight of merchandise deposited in any public or private bonded warehouse, said duties shall be levied and collected upon the weight of such merchandise at the time of its entry.

Sec. 34. That sections one to twenty-four, both inclusive, of an Act entitled "An Act to reduce taxation, to provide revenue



for the Government, and for other purposes," which became a law on the twenty-eighth day of August, eighteen hundred and ninety-four, and all Acts and parts of Acts inconsistent with the provisions of this Act are hereby repealed, said repeal to take effect on and after the passage of this Act, but the repeal of existing laws or modifications thereof embraced in this Act shall not affect any act done, or any right accruing or accrued, or any suit or proceedings had or commenced in any civil cause before the said repeal or modifications; but all rights and liabilities under said laws shall continue and may be enforced in the same manner as if said repeal or modifications had not been made. Any offences committed and all penalties or forfeitures or liabilities incurred prior to the passage of this Act under any statute embraced in or changed, modified, or repealed by this Act may be prosecuted or punished in the same manner and with the same effect as if this Act had not been passed. All Acts of limitation, whether applicable to civil causes and proceedings or to the prosecution of offences or for the recovery of penalties or forfeitures embraced in or modified, changed, or repealed by this Act shall not be affected thereby; and all suits, proceedings, or prosecutions, whether civil or criminal, for causes arising or acts done or committed prior to the passage of this Act, may be commenced and prosecuted within the same time and with the same effect as if this Act had not been passed: *And provided further*, That nothing in this Act shall be construed to repeal the provisions of section three thousand and fifty-eight of the Revised Statutes as amended by the Act approved February twenty-third, eighteen hundred and eighty-seven, in respect to the abandonment of merchandise to underwriters or the salvors of property, and the ascertainment of duties thereon: *And provided further*, That nothing in this Act shall be construed to repeal or in any manner affect the sections numbered seventy-three, seventy-four, seventy-five, seventy-six, and seventy-seven of an Act entitled "An Act to reduce taxation, to provide revenue for the Government, and for other purposes," which became a law on the twenty-eighth day of August, eighteen hundred and ninety-four.

Approved July 24, 1897.







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